

FINANCIAL TIMES

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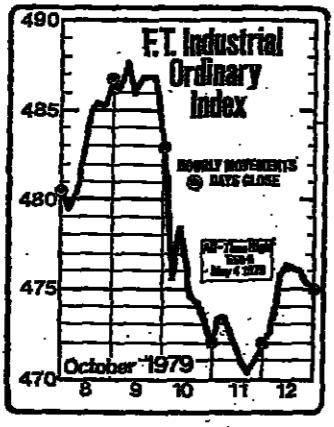
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NEWS SUMMARY

GENERAL BUSINESS

Times agrees to new talks... Gilts up 0.24; Equities firmer



Times Newspapers has agreed to start negotiations tomorrow on new agreements with the National Graphical Association...

Singer's Scottish plant to close at cost of 3,000 jobs

BY RAY PERMAN in NEW YORK and LISA WOOD in GLASGOW

Singer, the U.S. sewing machine group, is to close its UK manufacturing plant at Clydebank near Glasgow by June next year with the loss of 3,000 jobs...

Renault to build cars in U.S.

By Terry Dodsworth in Paris and Ian Hargreaves in New York

RENAULT, the State-owned French group, is tightening its links with American Motors Corporation (AMC)...

PM calls on workers to defy strikes

BY RICHARD EVANS, LOBBY EDITOR

THE PRIME MINISTER launched an impassioned appeal to trade unionists yesterday to be ready to defy strike orders this winter if they went against the national interest...

Dalgety completes £70m takeover of Spillers

BY CHRISTINE MOIR

DALGETY has won the battle to take over Spillers. Although the 10 largest institutional shareholders have still not accepted the bid, Dalgety was able to claim yesterday that it controlled just over 51 per cent...

ITV pay offer... U.S. INTEREST RATES were more stable after a week in which most rates reached record highs...

Combat jet plan... Defence Ministers from Britain, France and Germany will meet in Hamburg on Monday to discuss plans for a possible joint development of a new tactical combat aircraft...

Ian Smith stand... Former Rhodesian Premier Ian Smith left Salisbury for London pledging to "get the best deal for my country..."

Shell man dies... Michael Pocock, chairman of Shell Transport and Trading, died suddenly at his home in the early hours of yesterday.

Peach inquest... The inquest on Blair Peach, the teacher who died after clashes at an anti-National Front demonstration, was stopped after the Lord Chief Justice allowed Mr. Peach's family to apply for a jury to sit with the West London coroner.

Envoy's son shot... Police in Holland are looking for a man believed to be from an Armenian assassination squad who shot and killed the son of the Turkish ambassador to The Hague.

Opera shows hit... The Royal Opera house, London, has cancelled all 10 performances of Der Rosenkavalier...

Home-in-one... Japanese golfer Isao Aoki's hole-in-one at the 155-yard second hole on the West Course at Wentworth has won him a two-bedroom home at Glenaleg, Scotland...

Briefly... Chinese Premier Hua Guofeng left Peking to start a historic tour of four West European nations...

British Airways workers have decided to call off Monday's threatened 24-hour strike at Heathrow Airport...

Badgers in West Yorkshire will dine under special protection from December 1 under an order laid before Parliament.

BRIEF PRICE CHANGES YESTERDAY... Prices in pence unless otherwise indicated.

RISERS Wilkinson Match... 168 + 8... Western Mining... 183 + 6

FALLS RPM A... 92 - 4... England (J. E.)... 35 - 4

Appointments... 30... Golf... 15... Property... 12... UK Convertibles... 31

Insurance: cover for a legal battle, and skiers... 8 & 11... Property: time sharing in the Highlands... 12

Contents... The U.S. economy: after the Fed's package... 20... Politics today: the underlying qualms at the Tory conference... 21

Contents... Insurance: cover for a legal battle, and skiers... 8 & 11... Property: time sharing in the Highlands... 12

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Gas prices likely to rise by 20%

BY SUE CAMERON

DOMESTIC GAS prices are likely to increase by at least 20 per cent next April as a result of proposals being considered by the Government and the British Gas Corporation...

AMC, which has a meagre 2 per cent of the U.S. car market, will not only get a cash injection from Renault but also access to European small-car technology...

He said that when Dalgety had first considered bidding its proposals were based on pre-tax profits from Spillers, of £19m...

Mr. David Donne, chairman of Dalgety on the eve of a business trip to China, seemed eager to begin the task...

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The offer for the preference shares has still been accepted by only 38.1 per cent. Spillers will need to publish separate accounts for some time as there are quoted debentures outstanding.

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The attack on excessive union power formed the core of an effective first speech to the Tory conference as Premier Mrs. Thatcher's twin themes of "militant madness" went much further than some Cabinet colleagues had expected.

Mrs. Thatcher, admitting for the first time the political as well as economic dangers the Government could face from the unions this winter, sought to isolate militant trade unionists from the mass of their membership.

She claimed that the conflict of interests was not so much between unions and employers as between unions and the nation, of which trade unionists and their families formed a large part.

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Mrs. Thatcher took up this theme with vigour and reaffirmed the government's intention of carrying out its mandate to "bring government back to the greatest possible co-operation with both sides of industry and we will go a long way to get it. But we will not—repeat not—print money to finance excessive pay settlements."

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UK NEWS

ICL plant closure will be resisted

BY JOHN LLOYD

INTERNATIONAL COMPUTERS (ICL) plans to close its Dukinfield factory in Manchester... The Association of Scientific, Technical and Managerial Staffs, ICL's largest union, said that the company had broken undertakings on local discussions on manpower planning...

Clore estate frozen

THE \$80M ESTATE of Sir Charles Clore has been frozen in a legal move by his son.

Mr. Clore left Britain to live abroad for tax reasons more than 10 years ago... The end of the preferential purchasing agreement is seen by ICL as relatively unimportant...

RAY PERMAN ON SINGER'S SCOTS' CLOSURE Changing demands end a reign

THE COLLAPSE and disappearance of Singer's UK manufacturing plant at Clydebank has long been expected...

At Clydebank—an enormous rambling factory, unaltered in many respects from the day it was built and starved of new machine tools—1971 was the last year of profit and by 1977 losses were running at nearly £3m annually.

and the company, confident of its supremacy, failed to see in time the changing pattern of demand and the rapid strides being made by the new industrial nations like Japan and Taiwan.

At Clydebank—the enormous rambling factory, unaltered in many respects from the day it was built and starved of new machine tools—1971 was the last year of profit and by 1977 losses were running at nearly £3m annually.

sapped by years of uncertainty and decline, had to be cajoled and bullied by their shop stewards into giving their grudging acceptance.

By June, the position was so serious that orders were being lost because of failure to meet production targets. In September the national engineering strike dealt another serious blow.

those at the Singer plant. The Goodyear factory has remained empty for eight months, a depressing 'ghost' building haunting attempts to attract new industries into West Clydeside.

Old industries have disappeared altogether and even the new ones have seen the promise of North Sea oil-related jobs turned sour when John Brown closed its offshore engineering subsidiary and Marathon Shipbuilders admitted that it was looking for a buyer for its Clydebank yard.

Poor prospects

The Government is now urgently considering making the town of Clydebank an emergency action area and Sir Joe Flavin, the man brought in as president and chief executive by the U.S. Board to try to save Singer, announced an £8m rescue operation.

Suzuki launches economy saloon

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

ANOTHER JAPANESE car is launched in the UK today in spite of the voluntary restrictions on shipments. Suzuki, better known for its motorcycles, is introducing the SC100, a car specially developed for the UK...

year, giving it a 20 per cent UK market share and a £30m annual turnover. In March, the car company started operations in the four-wheel market with specialist vehicles—a light van, a pick-up truck and two versions of a four-wheel-drive vehicle.

Banks back Welsh enterprise

By Robin Reeves, Welsh Correspondent

BARCLAYS and Lloyds have joined forces with the Welsh Development Agency, Wales's equivalent of the National Enterprise Board in a venture to provide loan finance for small businesses in Wales.

The agency will undertake a feasibility study of businesses making loan applications. If it considers the project sound, it will guarantee loans from the clearing banks of up to £50,000, charging only a commitment fee, normally of 1 per cent per annum flat.

Judge told to ignore French oils report

BY JOHN MOORE

A HIGH COURT judge was told yesterday that it would be dangerous to rely on the findings of a survey prepared by French experts who investigated how a shipment of exotic oils from the Far East arrived at Marseilles containing water.

The proportion claimed by Fuert is \$53,698 (£28,806) and £1,524. The overall claim against the underwriters is \$812,693 plus other claims in sterling of £17,644.

The survey, prepared in 1976, was critical of the drums in which the oils had been shipped from Indonesia. But it dealt with just one consignment. Hundreds of drums were involved and also went to other ports including Genoa, Rotterdam and London.

Neither expert could say with precision the moment at which the oil-to-water switch took place—either than it took place before shipment, he added. "There is no mention there of any first-hand detailed investigation on the spot in Indonesia," he said.

Revlon injunction granted

Revlon, the multinational toiletries group, was granted a temporary injunction in the High Court in London yesterday, banning the sale in Britain of two hair products which originated in the U.S.

The action concerns "parallel imports" of Revlon products manufactured to different formulae in Britain and the U.S.

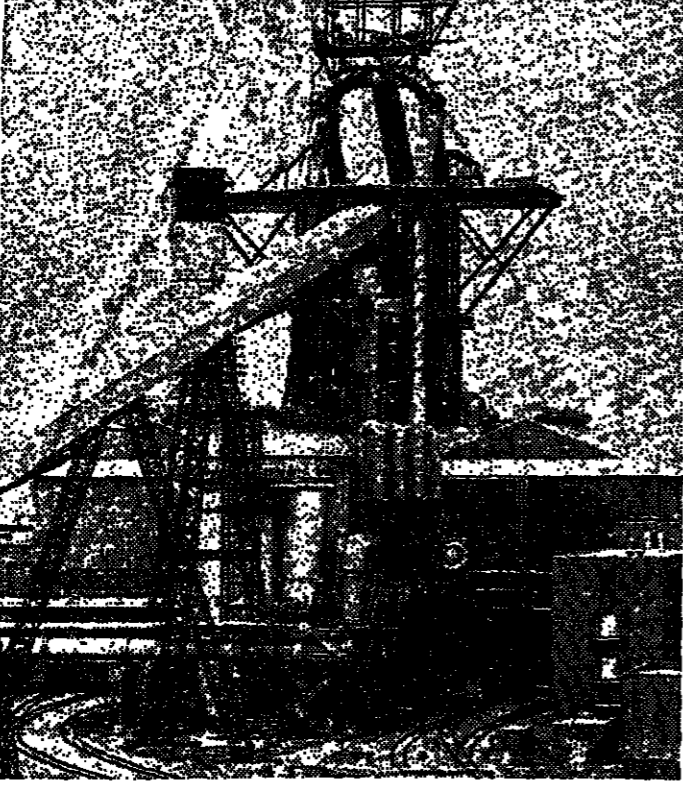
For the injunction, which his effective until October 22, was made by Mr. Justice Dillon in a trade mark infringement and passing off action brought by the Revlon group against 13 companies and firms, including the importers,

the case continues on Monday.

Redcar complex will produce cheapest iron in Europe

BY ROY HODSON

THE British Steel Corporation blast furnace complex at Redcar, Teesside, which started production yesterday, will make the cheapest iron in Europe. The £400m investment, which includes the furnace, an ore terminal, and one preparation plant and coke ovens, enables British Steel to make iron at rates comparable with the world's most competitive iron producers, the Japanese.



The new Redcar blast furnace

The new Redcar blast furnace is to be made available to the Corby steelworks, Northamptonshire where British Steel plans to end steelmaking within the next 12 months. The Redcar project is the biggest single investment programme. It will play a vital part in reducing the corporation's production costs.

Call to cut house conveyancing costs

SOLICITORS SHOULD simplify the house conveyancing process to keep costs down, the Law Society was told yesterday by Sir Henry Benson, the accountant who led the Royal Commission on Legal Services. In its report the commission said conveyancing work should remain with solicitors.

Thatcher's 'double standards'

MR. DENZIL DAVIES, a Shadow Treasury Minister, yesterday accused the Government of operating featherbedded capitalism for the few with perks and play toys and boot-strap capitalism for everybody else.

Health Ministry denies fluoride-cancer link

THE DEPARTMENT of Health said yesterday there was no evidence that people who drank fluoridated water stood a greater risk of developing cancer. Adding fluoride to the water supplies to protect teeth might even reduce cancer mortality, a spokesman said.

The spokesman said it was true there had been a slight increase in cancer mortality, particularly from leukaemia, in Birmingham, the first British city to add fluoride to the water. But the Royal College of Physicians' report had made it clear there was an even greater increase in cancer deaths in areas with low levels of fluoride. Agents other than fluoride must therefore be responsible for causing cancer.

Institute director defends rates system

THE SYSTEM of raising income through domestic rates was defended yesterday by Mr. Noel Hepworth, the newly-appointed director of the Chartered Institute of Public Finance and Accountancy.

Government would be prepared to accept some kind of local tax, and it would not be easy to increase central government grants, he said. Nobody could be expected to agree on what would be an equitable distribution of grants, said Mr. Hepworth. An arbitrary distribution would mean that the provision of finance would not be responsive to local pressures and needs.

Permitted lead levels in food to be halved

HALVING OF the permitted lead content in food was announced yesterday by the Ministry of Agriculture. An order laid before Parliament reduces from April 12, 1980, the permitted general limit from two milligrams per kilogram of food to one milligram.

The regulations announced yesterday lay down specific lead content levels for certain foods. Limits of two milligrams per kilogram of fish—and 10 milligrams per kilogram for shellfish—have been introduced where no limits existed before.

Better than money or even houses - rare classic stamps. Includes charts showing inflation at +209% and houses at +311%, and a large arrow pointing to 'Stamps +638%'.

Stamps +638%

L & A Philatelics Ltd. Stamp Brokers & Dealers. Valuations for Probate. Includes details about classic stamps like '1883 10/- Blue SG183' and '1902 Edward VII 5G266 Mint-value £350 in 1977 and £1,200 today.'

BL car prices increased

BL has announced price increases averaging 5 per cent or Jaguar, Triumph and MG cars. Austin Morris prices will rise by an average 3.9 per cent from Monday. Examples of the increases from £12,509 to £15,259.

BL car prices increased

include: Morris Marina 1300, two-door, up from £3,182 to £3,322; Princess 1700 LE up from £4,252 to £4,319; Triumph Dolomite 1300 up from £3,485 to £3,582; Jaguar XJ 3.4 up from £12,509 to £15,259.

UK NEWS

Laker plans low-fare network for Europe

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

LAKER AIRWAYS wants to start a major network of low-fare Skytrain-type flights directly between Continental cities...

Laker spokesman said that "we expect and hope that the Civil Aviation Authority will license everybody."

Violent criminals must get no mercy, says Lord Hailsham

THE Lord Chancellor told magistrates yesterday to "shut up the bowels of mercy" in certain cases of violent crime.

Michael Pocock dies at 59

MICHAEL POCOCK, chairman of Shell Transport and Trading, died suddenly at his home in the early hours of yesterday morning. He was 59.

BOC workers reject offer

MANUAL workers at BOC's gases division have overwhelmingly rejected the company's offer which management estimates is worth 12.5 per cent over an eight month period.

British Airways to cut some first-class lounges

BRITISH AIRWAYS is to scrap the first-class upper deck lounges on ten of its fleet of 26 Boeing 747 Jumbo jets...

Call for more self-catering tourist hotels

LONDON HOTELS should switch to more self-catering facilities in an effort to cut prices and win back lost tourists...

More overseas work for consulting engineers

THE VALUE of overseas projects for which British consulting engineers were responsible rose last year to \$36bn...



Mr. Michael Pocock

Storm warning as BL shop stewards gather

BL SHOP stewards meet in Birmingham today to decide whether to resist company plans to close plants and shed more than 25,000 jobs.

More foreign precious metals hallmarked

ALMOST a quarter of the gold, silver and platinum articles hallmarked in the third quarter of 1979 has come from abroad...

NEWS ANALYSIS—ORION BANK RESIGNATION What future for consortiums?

BY MICHAEL LAFERTY, BANKING CORRESPONDENT

MR. DAVID MONTAGU'S resignation as chairman and chief executive of Orion Bank has added a new twist to the long-running debate about the future of London-based consortium banks...

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WALES Plas Talgarth Estate. 21 luxurious villas and bungalows set in 46 acres of superb Welsh countryside. Situated in the Snowdonia National Park 5 miles from the yachting resort of Aberdovey...

Upheaval

About 18 months ago David Montagau began a debate with shareholders about Orion's future as a consortium-owned bank. His own view, for which there is already ample evidence, is that consortium banks do not have a long-term future...

Strategy

Some of Mr. Montagau's former colleagues are not too optimistic about Orion's future prospects. They fear from here on Orion will be used much more by its shareholders for doing the things they do not want to do themselves.

Wisdom

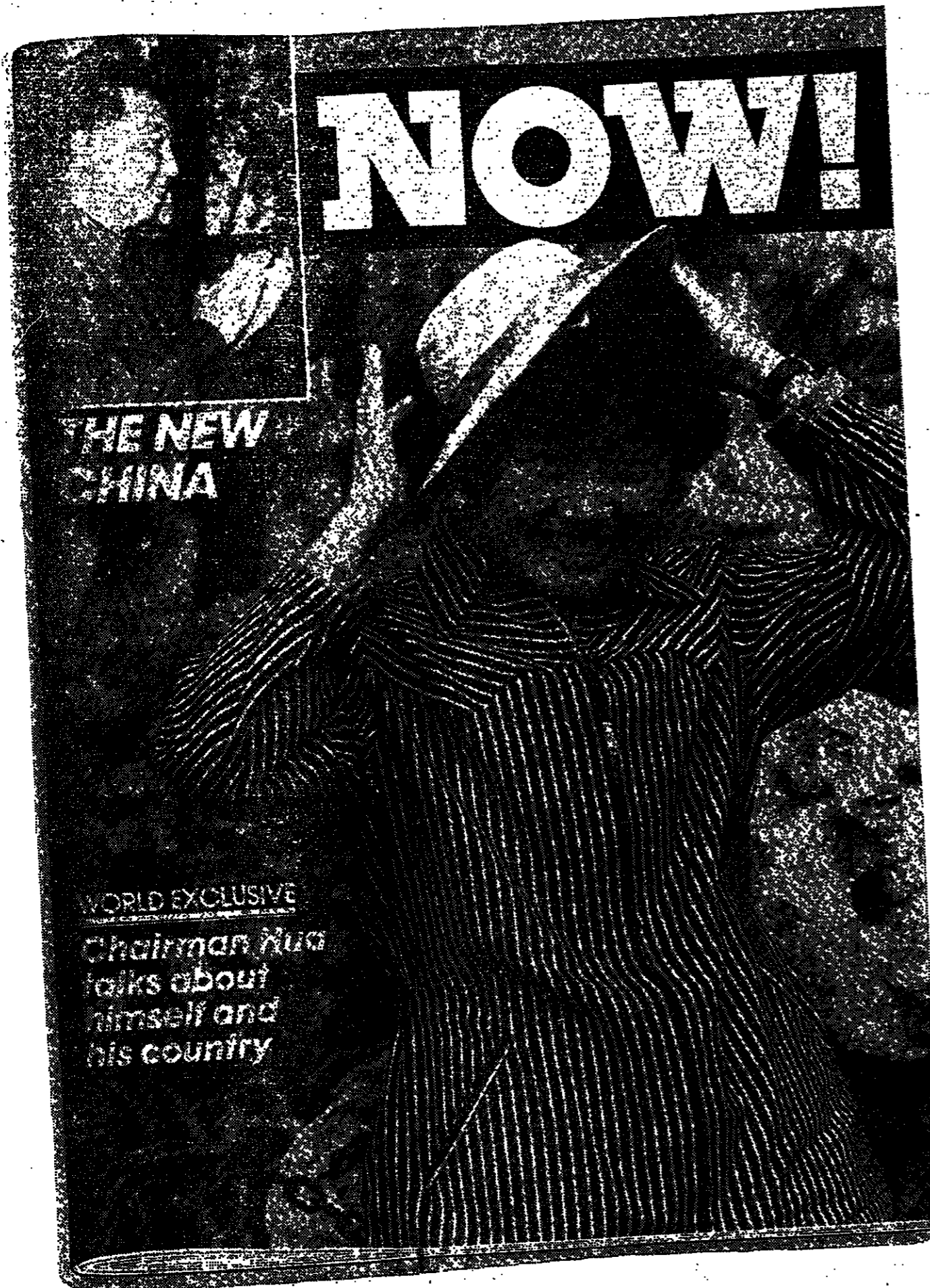
He never tried to evade difficulties in any shape or form and always met them head on. Sir Frank said, "During the past three years, he presided over Shell affairs with vigour and wisdom at a time when the whole relationship between the oil companies and producer governments has been in a state of flux."

Teachers will denounce evaluation as 'a fraud'

THE SECOND biggest teachers' union yesterday threatened to denounce as a fraud "the job evaluation of teaching work being made by the Inbucon/AIC management consultancy for the Clegg Commission on Pay Comparability."

Heathrow strike off

A THREATENED 24-hour strike at London Heathrow airport on Monday, was called off yesterday after British Airways staff were promised more money.



WORLD EXCLUSIVE INTERVIEW

The thoughts of Chairman Hua.

China's "unknown" leader speaks about himself and his country. A NOW! picture special.

Brezhnev's nuclear bluff.
NOW! reveals how vulnerable Soviet "peace" moves would make the West.

The Great Balloon escape.
The story of the most daring break for freedom since the Wooden Horse.

The Yorkshire Ripper.
New information which is helping the biggest police hunt in history.

Ian Smith's last stand.
A revealing portrait of the man at the centre of the Rhodesia crisis.

Storm over a Spycatcher.
Is "M" really the right man to beat the terrorists?

The Suzuki Offensive
The anatomy of a Japanese style car launch.

Patrick Huther writes about the Wall Street crash of '29, fifty years afterwards.

The man who is buying Rotherham United! A sports special by Alan Hubbard.

Frank Johnson at the Tory Party Conference.

Anthony Shrimpsley assesses the real challenge facing Margaret Thatcher.

Paul Johnson reviews the new biography of Prince Charles.

The Word before the Word - an archaeological text that predates the writing of Genesis.

Kathryn Samuel previews the Paris Fashions.

London's newest traditional theatre - the Lyric comes back to life.

Richard Baker's verdict on the new production of 'Therese'.

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UK NEWS—CONSERVATIVE PARTY CONFERENCE

Thatcher propounds harsh economic facts of life

BY JOHN HUNT AND IVOR OWEN

TRADE UNION power is out of balance and the Government must protect people against coercion by the unions. Mrs. Margaret Thatcher, told cheering delegates in her speech winding up the conference.

There was particularly loud applause when she declared: "Millions of people go in fear of union power."

At the same time she concluded her speech by holding out an olive branch with the promise that however often the Government was rebuffed, it would continue to listen to the views of the unions.

"Let us do all in our power to see one another's point of view and to widen the common ground on which we stand," she said.

But it had to be understood that in the last resort national policy was the sole responsibility of the Government and Parliament.

The Government was determined not to print money in finance excessive pay settlements.

She went on, however, to address union members over the heads of their leaders.

She asked all those who were called in the next few months to take disruptive action to recognise that they were faced with a decision of conscience.

The consequences of these decisions would be felt by themselves, their children and fellow countrymen.

"Our supreme loyalty is to our country, and the things for which it stands. Let us work together in hope and above all in friendship.

"What madness it is, that winter after winter we have the great set-piece battles, in which the powerful unions do so much damage to the industries on



which their members' living depends."

The struggles for wage increases disregarded output, profit or any other measure of success. They ignored the reality that there was an inescapable link between prosperity and production.

Since the start of the year, scarcely a week had passed without some group calling for higher pay.

Firmly, the Prime Minister went on: "Listening to the chorus of pay demands you might imagine that a 100 per cent pay rise for everyone in the country would solve all our economic problems. But we all know that the only result would mean doubled prices."

The key to prosperity lay not in higher pay but in higher output.

The reason Britain was the third poorest nation in the EEC had little to do with pay but everything to do with production. One could not have a West German standard of living with British standards of output.

West German pay plus British output equalled inflation—and that was exactly what had been happening.

Mrs. Thatcher declared: "The unions win pay awards their members haven't earned. The company pays out increases it cannot afford. The prices to the customer go up. Government prints the money to make it all possible."

The result of this for Britain had been the most uncompetitive industry, the lowest economic growth rate and the highest rate of inflation in the industrialised world.

"This Government wants the greatest possible co-operation with both sides of industry and we will go a long way to get it.

But we will not—repeat not—print money to finance excessive pay settlements."

The Prime Minister also resorted to firm language when she turned to the subject of trade union reform. Changes had to be made because the present state of labour relations law was out of keeping with the needs of the time.

"When the trade union movement began, it set out to secure for its members a fair return for their work. Today, the conflict of interests is not so much between unions and employers as between unions and the nation, of which trade unionists and their families form a large part."

"It is the British people who have to bear the brunt of the suffering which strikes impose on society."

"We have to bring about a fair and just balance between a man's right to withhold his labour and a small minority's determination to impose its will upon the majority."

"As a Government, we cannot and will not coerce people but we can and we must protect people against coercion."

"That was why the Government was introducing before the year was out legislation on secret ballots, secondary picketing and the closed shop. "Let

there be no doubt about that."

According to Mrs. Thatcher, the majority of the union rank and file welcomed the proposals. She hoped that union leaders would accept them too.

She emphasised that widespread strikes of the sort we had seen hit the families of everyone else. There were immense losses of production and the people who benefited were our foreign competitors.

"I think the nation recognises—indeed has recognised for a long time—that trade union power is out of balance."

"We believe that the great power wielded by unions calls for greater accountability to their members."

"That was why special emphasis was being placed on the secret ballot. But the Government was also particularly concerned about the closed shop which, together with secondary picketing, made it possible for small groups to close down whole industries with which they had no connection."

"Cross the picket line to do your job and you risk losing both your union card and your job," she declared. "Millions of British workers go in fear of union power."

She maintained that this was why the call for changes was coming from trade unionists themselves. They wanted to escape from the rule of the militants.

"Today, trade unions have more power over working people and their families than any boss has."

The Prime Minister reaffirmed the view expressed by Lord Carrington, the Foreign Secretary, earlier in the week that the lifting of sanctions against Rhodesia could not be far off.

She stressed the importance of securing the widest possible international recognition for Rhodesia on its transition to legal independence. "I understand and share your impatience to bring this about. There have been too many wasted opportunities."

It was also in Rhodesia's interests, and an inescapable duty for the British Government, to do everything possible to bring an end to a war which had caused the most cruel suffering.

"What is the purpose of continuing this war?" asked Mrs. Thatcher. "It cannot be to bring about majority rule; that has already been accomplished. If it is to win power, then those who wish to do so must be prepared to proceed democratically through the ballot box."

The Prime Minister recalled that at Lusaka the Commonwealth Heads of Government called for free and fair elections, supervised under the British Government's authority.

"We stand ready to do this."

The Prime Minister also made it clear that she expects "very real progress" to be made in reducing Britain's contribution to the EEC Budget at the next Common Market summit in Dublin at the end of November.

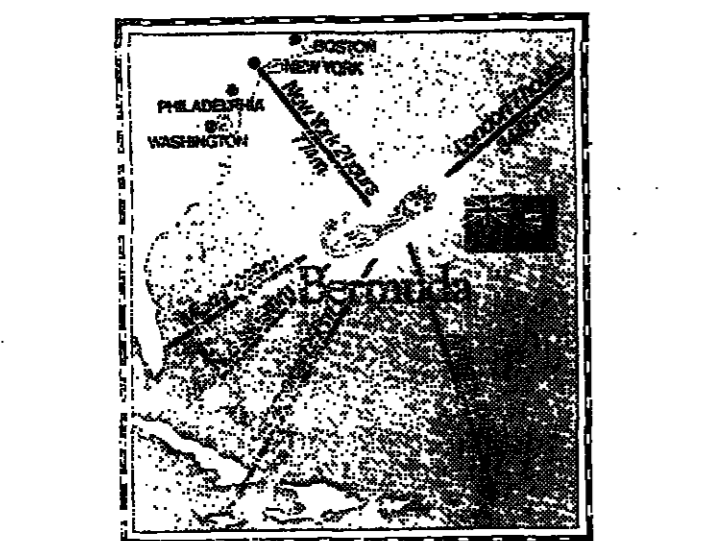
"If nothing is done, we are faced in 1980 with the appalling prospect of having to pay £1bn more to our European partners than we receive from them, even though we have almost the lowest income per head in the Community."

"The hard-pressed British taxpayer will not stand for paying still more in order to reduce the tax bills of our wealthier Community partners."

Mrs. Thatcher claimed that the Government's commitment to the EEC had enabled it to restore trust and confidence so that more had been achieved in the last five months than during the five years of Labour Government.

She did not underestimate that Britain faced on the size

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Tories succumb to Showboat mood

BY ELINOR GOODMAN

After four days on a fairly stodgy diet of realism and responsibility, Tory representatives were determined to let go yesterday.

Hours before Mrs. Thatcher was due to appear, a queue wound its way around the amusement arcade. Some delegates even sat through the morning's debate on Europe to be sure of a seat in the afternoon.

West Midlands Young Conservatives sold so many 75p white polystyrene "victory" posters that they will never have to give a jumble sale again.

Respectable Tory ladies, who now know far better than to wear ordinary hats at conference, donned the boaters with the enthusiasm of entrants in a Glamorous Granny competition at Bredon.

Even Ministers were obviously keyed up. Behind stage, they combed their hair nervously and talked naively among themselves.

Not all of them looked comfortable with the Showboat atmosphere. John Biffen, who led the team of Ministers on to the stage, looked as if he wanted to walk straight off the other side. But others clearly enjoyed entering the spirit of the occasion. By the time the organ went into "Hello Maggie", the representatives were worked up to a pitch of anticipation.

But if they thought they might have been allowed to bask in the glory of their victory for even one brief moment, they were mistaken. Mrs. Thatcher was at her

most Prime Ministerial, way above the knock about stuff of party politics. After one of those rare smiles of total satisfaction, she wasted the minimum of time reviewing the election result and went straight into the hard stuff with an economic lecture.

The theme must have been all too familiar to those in her Cabinet who are reported to have resisted specific spending cuts. Yesterday, however, they presented an irreproachably united front, applauding gloomily when Mrs. Thatcher looked severe and optimistically when she held out her vision of a Tory future.

As for the audience, the tougher the message, the more they seemed to like it. In view of the sombre message, the slogan "Full steam ahead with Maggie" seemed a touch too frivolous.

It was just about possible to imagine Mrs. Thatcher responding to the name "Maggie" when she was cuddling calves during the election campaign. It is almost impossible to conceive of anyone calling her to leave.

She did not, however, go further than the next room where all those who had failed to get into the conference hall gave her a repeat ovation.

Attack on 'crazy' European surpluses

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

THE COMMON Agricultural Policy and Britain's large contribution to the Community Budget came under attack yesterday from Mr. James Scott-Hopkins, leader of the European Democratic Group (Conservatives) in the European Parliament.

The case for the reform of the CAP was beginning to be heard loud and strong, he said.

"It is absolutely crazy to waste energy and millions of pounds in storing surplus food while millions starve elsewhere.

A dangerous side effect of the emphasis on agricultural spending in the Community was that national contributions to the Budget were now completely

out of balance.

"Our contribution to the Budget is completely out of step. Something has to be done. It is going to grow and grow unless something is done quickly."

But, he emphasised, unlike the Labour Party, the Conservatives "believe that Britain's influence is best exercised through co-operation with our partners in Europe."

Mr. Scott-Hopkins also stressed the important role of the Community in underpinning NATO to stand up to the Soviet threat.

Mr. Michel Poniatowski, President of the French Republican Party and President Giscard d'Estaing's personal representative, also spoke.

He warned of the dangers ahead as the result of the radical change in the political, economic and military balance of world power. The American economy was no longer a dominant factor in stabilising the world economy. The global political balance born of the last war was now broken and the military balance would be broken soon.

The industrialisation of the Third World countries would continue irresistibly. Japanese competition would continue to sharpen and would be reinforced by that of the "little Japans"—Korea, Singapore, Hong Kong and Taiwan.

The conjunction of the immense Chinese resources in energy and raw materials with Japanese productivity and finance would mean an economic upheaval by the end of the century.

A world monetary crisis seemed inevitable because no one national currency was able to support simultaneously all the financial settlements throughout the world.

What was needed was a coherent European approach to all these major questions. Europe must also find a natural industrial, commercial and financial complement in the Arab countries with their energy resources and the African countries with their raw materials.

Summit 'must settle burden of EEC Budget'

BY IVOR OWEN

FIRM DECISIONS must be taken at next month's EEC summit in Dublin on a basis for reducing Britain's contribution to the Community budget, Sir Ian Gilmore, the Lord Privy Seal and Chief Foreign Affairs spokesman in the Commons, insisted yesterday.

He told conference that the Government's expectation of progress towards relieving the unfair and disproportionate burden now borne by British taxpayers was based on assurances obtained by the Prime Minister at the last EEC summit at Strasbourg in July.

Mrs. Thatcher had won agreement then on decisions would be taken at the Dublin summit. Sir Ian said he was sure that in

JANNEAU ARMAGNAC IS AN ORDINARY FRENCH BRANDY AS THE GUILLOTINE IS AN ORDINARY FRENCH PAIN KILLER

Janneau Grand Armagnac Ordinaire it is not

CHANNEL ISLANDS AND INTERNATIONAL INVESTMENT TRUST LIMITED

10th October, 1979 Jersey

Half-Yearly Statement

The unaudited accounts of the Company as at 30th June, 1979 show the following results:

	1979	1978
	£	£
Gross Revenue of the Company	146,113	109,011
Less: Management and other expenses absorbed	19,960	16,479
	126,153	92,532
Dealing profit of subsidiary company	61,271	3,726
	187,424	96,258
Less: Provision for Jersey taxation	37,485	19,252
Net Revenue, after tax, for the period	£149,939	£77,006

The consolidated net assets of the Company attributable to the capital shareholders, including investments at market value on 30th June, 1979, amounted to £5,242,700 (1978 — £3,975,383), equivalent to 262.135p (1978 — 198.769p) adjusted from the capitalisation issue) per £1 capital share.

On 22nd May, 1979, shareholders at the Annual General Meeting unanimously approved the capitalisation of £1,500,000 of the Company's capital reserve and the issue of 1,500,000 fully paid capital shares of £1 each to persons registered as holders of capital shares at the close of business on 27th April 1979, in the proportion of three new capital shares for every capital share then held.

Market values of foreign currency securities include the full investment currency premium on those stocks which are premium worthy.

Save & Prosper (Jersey) Limited, Secretaries.

YOUR SAVINGS AND INVESTMENTS 2

Bank on a brand new Rolls

BY DAVID LASCELLES

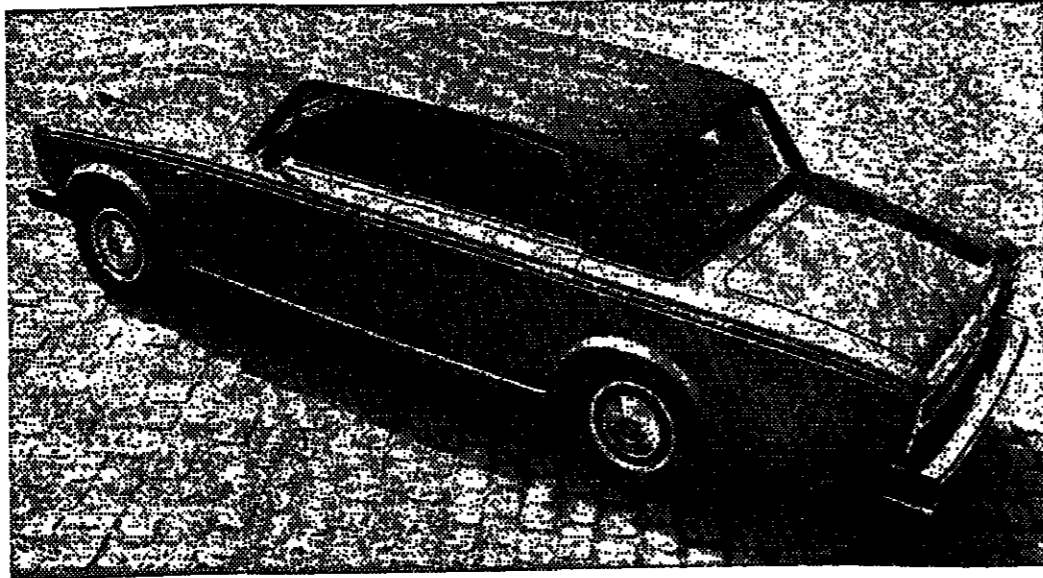
AMERICAN banks are not shy when it comes to wooing new depositors. The latest bright idea comes from the East New York Savings Bank which is offering new customers a Rolls-Royce Silver Shadow II if they deposit their money with them.

But there are so many catches that no New Yorker has yet actually handed over his money, though the bank says 30 people have expressed "serious interest." Here is how it is supposed to work.

A depositor must place \$160,000 in a savings account and pledge to leave it there for eight years. Normally, that account would pay 8 per cent interest a year. But in this case he foregoes all the interest and is given a Rolls-Royce instead.

It all boils down to whether a Rolls-Royce now is better than 8 per cent over eight years. To answer that question you need a pocket calculator and some pretty firm ideas about where interest rates and inflation are going between now and 1987. But the basic facts are as follows:

If the depositor left the



The Rolls-Royce: a good return for the \$160,000 investor?

money in a regular 8 per cent account, it would earn \$12,800 a year, or a total of \$102,400 in eight years. Compounded, the money would earn even more: just over \$136,000.

But the cost of the Rolls-Royce is \$76,385.11. So on the face of it, the depositor is getting a pretty raw deal, losing at least \$25,000, the difference between the value of the Rolls and the cash interest he would have earned.

The value of the Rolls represents a six rather than 8 per cent return on the money. On top of that, he will have locked his money away for a long time and, under the terms of his deposit agreement, can get it out early only if he pays the bank back for the Rolls and stumps up a penalty charge.

However, there are some pluses too. One is that if the depositor went the regular course and drew eight per cent over eight years, his return would decline in real terms because of inflation.

By taking the Rolls instead, he enjoys the immediate benefit of his money.

Another plus is the chance to get a Rolls for what the bank claims is a wholesale rather than a retail price. (Rolls-Royce confirms this: the Retail price is over \$90,000.)

Nor should one forget that a Rolls-Royce can itself be an investment. A Rolls-Royce is one of the few cars that actually appreciates in value, and a recent survey showed that it appreciates more quickly than any other car in the U.S.

But, alas, that is not the whole story. Because the Rolls is taken in lieu of interest, and because interest earnings are taxable, the Internal Revenue Service says it will tax the Rolls as income. What is more, it will tax all at once rather than at one eighth of its value annually over the term of the deposit.

So the depositor will find himself in a mighty high tax bracket the year he takes the Rolls, and will probably end up paying much more tax than if he took annual interest payments.

The East New York Savings Bank concedes that this is a serious stumbling block. But its lawyers are working on it, it says, and they hope to get the ruling changed soon.

Stockbrokers' Hot Six

BY RAY MAUGHAN

VERY FEW people, having completed formal education, are ever subject to a public assessment of the merits of their work.

Anybody remotely interested in advertising would know when an agency loses or wins an account and newspaper circulations are watched scrupulously by those paid to monitor them.

Oscars and Emmies are awarded to the stars who stand up and entertain us but rarely are individuals so carefully inspected, assessed and tabulated every year as stockbrokers' analysts.

Given the American love of statistics and league tables it is appropriate that the annual "Ranking of UK Investment Analysts" is carried out by the London office of a large U.S. bank, Continental Illinois.

Superficially, the idea of the survey is to discover which stockbroking firm gives the best overall investment advice to its clients. But analysts are sufficiently human to be more concerned with the rankings of individuals in each investment sector.

Perhaps all this should be taken with a pinch of salt. Certainly there are sufficient large and successful brokerage houses which rarely ever feature in these surveys to suggest that dealing acumen, contacts and placing power are salient features of broking prestige.

But it is always nice to receive a pat on the back, particularly from a customer. Conversely,

the importance attached to the bank's findings is sometimes illustrated by the guarded mutterings of disappointment among those who fail to appear.

Continental Illinois asked 226 investment managers to rank their choice of investment analyst by sector of the market. The bank does not reveal how many responses it received but, after six consecutive years, it seems reasonable to suppose that it achieved a representative sample.

The fund management groups, pension funds, life assurance companies and merchant banks were required to say which analyst was most useful in every segment of the market.

The survey shows how many people research a sector and then lists, on a descending scale, the top three analysts in each category, be it bank, oils, electricals, construction or whatever.

The frequency with which a firm's analysts appear in this vital top three ranking determines its overall placing. Hoare, Govett topped the table this year swapping places with James Capel which came second. Others in the first six were Kemp-Gee in third place and then Wood Mackenzie, Phillips and Drew and W. Greenwell.

None of these firms has ever appeared outside the top six over the past four years and it does seem that specialist, highly regarded research has been monopolised by a handful of firms. Not that they conform to a recognised pattern. Hoare and

Capel, for example, usually described as general brokers in that it researches over 90 per cent of the stock market by capitalisation. Kemp-Gee, by contrast, probably limits itself to less than two-thirds of the market's capitalisation.

It is generally claimed that the quality of analysis rises every year but it is also accepted that the stock market is over-analysed. It is true that institutional fund managers read and absorb only a fraction of the research documents sent to them each day and it is by no means clear that expertise in one area is always rewarded with an accompanying buy or sell order.

A firm may research a company with loving care, but it has no certainty that it will receive an order if the company wishes to place a large line of stock. What does seem to happen is that compensating orders are sometimes given to reward good work but often in entirely different sectors.

In true analytical tradition, Continental Illinois has decided to expand the scope of its research this year and presented the league table on a weighted basis. Rather than just awarding a mark for appearing in the top three sector placings—the system which placed Hoare, Govett first—the bank decided to attach relative weightings to first, second and third placing and gave three points for a first place, two for a second and one for a third.

The weighted ranking places Kemp-Gee first, James Capel

second and then, in descending order, Wood Mackenzie, Hoare, Govett, Phillips and Drew and De Zoete & Beran. Much the same faces but in a different order.

What the survey cannot discuss is the relationship between an analyst, his salesman and his client. Salesmen, traditionally regarded as mouthpieces for the backroom boys, are obviously essential to stimulate client interest.

They fall into two broad categories, those who specialise by client and his particular needs, and those who specialise by sector and thus speak with more authority about the stocks in that sector.

The broking fraternity divided as to the more ancient category but two strands are becoming more important. In many cases the fund manager wants to talk directly to the analyst responsible for a piece of research while several of the more successful firms in this survey insist that salesmen have good research experience.

Two other points emerge from this table. Broking is still male dominated. Women appear only three times in the survey, twice in the toys and games sector.

Secondly, the Government has broken down many of the barriers to direct overseas investment. Continental's rankings suggest that few dominant research personalities in London have emerged to exploit these opportunities.

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NOVEMBER 9 1979

The Financial Times proposes to publish a Survey on American Travel and Tourism which will coincide with the staging of the Association of British Travel Agents convention in Los Angeles, California, U.S.A. The provisional editorial synopsis is set out below.

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FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of Surveys in the Financial Times are subject to change at the discretion of the Editor.

The war that never ends

We British are a peaceful people. When a war is over we like to consign it to the history books — and forget it.
 But for some the wars live on. The disabled from both World Wars and from lesser campaigns, now all too easily forgotten; the widows, the orphans and the children — for them their war lives on, every day and all day.
 In many cases, of course, there is help from a pension. But there is a limit to what any Government Department can do.
 This is where Army Benevolence steps in. With understanding. With a sense of urgency... and with practical, financial help.
 To us it is a privilege to help these brave men — and women, too. Please will you help us to do more? We must not let our soldiers down.

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مكتبة الأصيل

YOUR SAVINGS AND INVESTMENTS 3

How to avoid slip-ups on the slopes

AFTER A hectic day on the slopes a skier has time to settle back in the bar and reflect on how many times he nearly broke every bone in his body during the previous few hours enjoyment.

But, if he has been sensible enough to buy adequate insurance cover he can take comfort from the warming glow of a Vini Caldi in the knowledge that if he is unlucky enough to break a leg it will not hurt his wallet as well.

SKI-ING TERRY GARRETT

Winter holiday insurance cover is far from a specialist market. Most companies have schemes on their books and any worthwhile broker can put forward a choice.



Perfect landing—but it isn't always like that

temporary disability cover of £5 a week for 100 weeks, loss of cash up to £100 and damage to ski equipment of £150 if it belongs to the holidaymaker or £60 if hired. Personal liability insurance is increased to £250,000.

Not everyone wants to go on a package holiday, and premium rates quoted for the individual cannot compete with those arranged by the tour giants.

The options are wide but two of the big insurance brokers, J. H. Minet and Towry Law both recommend the Lloyd's SkiSure Winter Sports insurance as one of the better schemes available, if not the cheapest.

What is particularly attractive about this policy is the temporary disability clause which is a must for the self-employed, and is not available on many policies.

The unit insurance policy costs £20 for two weeks or the cover can be doubled up at a cost of £30. The single unit cover offers personal accident cover of £2,000, cancellation and curtailment cover up to £250, medical expenses of £2,500, baggage and equipment up to £300, money and travellers' cheques up to £200 and personal liability of £250,000 (whether one of two units are bought).

There are reciprocal agreements in the EEC which entitle the holidaymaker to the same conditions as the local resident. So medical cover of £2,000 is enough for most parts of Europe. If a more extensive trip is considered, brokers will be talking in terms of medical cover in the region of £4,000.

But if you are going skiing in the U.S. medical bills can be really frightening. Opinions vary from "£5,000 as a real rock bottom" to "as much as you can afford."

Individual quotes are often needed to increase medical insurance above the standard schemes. The final premium may look a bit daunting, but if your risk is high that icy patch which puts you on your back, it can be money well spent.

Riding on the recoveries

"RECOVERY" funds in recent times have been virtually synonymous with M and G—first of all through its UK invested unit trust of that name and latterly through the new U.S. cousin M and G American Recovery.

This week Framlington Unit Management is no doubt hoping to break into this field with the launch of its American Turnaround Fund. "Turnaround" for those not familiar with the concept, is clearly Wall Street's answer to an Anglo Saxon "Recovery."

UNIT TRUSTS TIM DICKSON

before the improvement is reflected in a higher share price. Sounds easy, doesn't it?

"On Wall Street," the literature goes on, "brokers talk of a turnaround situation to describe positive action taken by a company to reverse a declining trend."

Bill Stuttaford, chairman of Framlington Unit Management an investment manager of the new fund maintains that the fund will not go for "conventional" recovery situations but will concentrate on companies which have already turned round. Unperturbed by the dive in the Dow Jones index in the last few days he says, "If we can start when the market is falling this is a sign to me that there will be plenty of bargains to be had."

Mr. Stuttaford adds, "It seems to us that Americans are good at turning things around. Moreover, the American investing public do not seem to react as quickly as UK investors to this type of opportunity."

For this reason the fund, which is designed to provide capital growth is likely to hold individual shares for some time. "We do not expect to turn over more than 20 per cent of the portfolio."

Framlington already has an American and General Fund, launched last year mainly to invest in the smaller growth companies. The unit price has only risen 12 per cent and the dollar's weakness and the fall in the dollar premium have been big handicaps.

As Mr. Stuttaford ruefully remarks: "Getting the currency right is the most important thing of these days." If the dollar premium is below 10 per cent the Turnaround Fund will invest via the premium. If the premium is above 15 per cent the loan route will be adopted.

Long faces in Lime Street

THE 8,565 men and women who were members of Lloyd's in 1976 were no doubt interested this week by Lloyd's revelation of its annual market returns for that year, which showed overall profits down from £135.2m to £122.8m.

For those who have joined this most club-like of insurance markets since then, however, the significance of the gloomy remarks which were made by underwriters representing many parts of the market may well have been lost. New recruits in the last three years have



Mr. Ian Findlay

INSURANCE JOHN MOORE

swelled Lloyd's to its present membership of 17,278, more than double the numbers who participated in the 1976 account.

The number of members who will participate in the 1977 account will be 10,730, an increase of over a quarter on the previous year. They will have the nightmare of paying for the sensational computer leasing losses, which are estimated to be \$235m and which will fall in that accounting year.

Lloyd's leaves its accounts open for three years to catch most of the claims that arise on the business insured each year. This is why the figures for 1976 are the latest available. Currently, Lloyd's premium income is estimated to be £2bn compared with the £1.7bn in 1976, and overall profits are turning down, caused mainly by the setback in the non-marine market which specialises in general insurance business.

What is clear is that Lloyd's is hardly growing sufficiently to nourish the members who are providing committed capital to finance the market's operations. This may seem to be more serious than it is if you just look at new premiums; Lloyd's, however, derives a large amount of its profit from invested income. The non-marine market, for instance, provides nearly a half of Lloyd's total premium but its underwriting profit relative to the size of business which it produces has been very low.

In the 1976 underwriting year the market produced an underwriting loss of £1.5m compared with a profit of £3.7m but with the income from investments added in this was translated into an overall profit, admittedly

much reduced, of £14.2m. Depending on how Lloyd's invests the premiums a reasonable return can be made for the members even if the underlying quality of the underwriting is poor.

Mr. Ian Findlay, Lloyd's chairman, pointed out in his annual statement this week that investment income can be an uncertain crutch. "It may seem churlish to decry a profit from whatever source it is derived but underwriting must, in the interests of a healthy market be self supporting."

But in a climate where conditions are competitive and the available capacity is coming forward at a greater rate than insurance demand, the pressures to underwrite for cash flow and premium rather than profit are likely to be compelling.

In these conditions the 17,239 members of Lloyd's are likely to see the quality of their underwriting done on their behalf deteriorate even further.

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Trust Schroder Wagg advertisement text describing investment services.

Expanding flexibility

FLEXIBLE endowment policies are the traditional life company's answer to the unit-linked contract. What they provide is the option to cash in a traditional life insurance policy at any time from the tenth anniversary of the first premium.

They are therefore designed to combine the financial guarantees of a with-profits plan with the flexibility of the unit-linked concept.

Basically, the plans are either whole life contracts, or more popularly endowments, which mature at age 65 with guaranteed cash in value from the tenth year onwards.

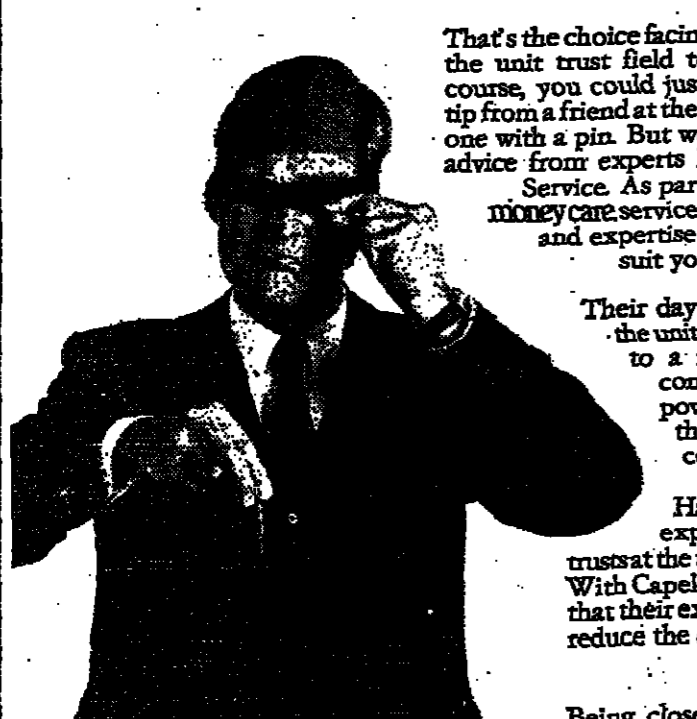
The big drawback to these schemes, however, has been the cost of the flexibility. A youngish investor, for instance, cashing in his policy at some stage after 10 years could end up with as much as 10 per cent less than he would receive under

Under Friends' Provident Multidowment, an investor aged 30 paying £10 per month net could cash-in after 10 years and expect to receive £1,872 on current bonus rates; on the old flexible endowment he could expect only £1,743. He is, however, still paying a considerable penalty, for on a fixed 10-year endowment he could expect £2,227.

With Scottish Amicable's Flexi 25, the same investor paying the same premium could expect £1,889 compared with £1,798 on the normal Flexi 65, and £2,080 on a fixed 10-year with-profits endowment.

Although these innovations are an improvement on the old flexible endowments, they still come nowhere near to providing the complete flexibility of unit-linked schemes. Investors looking for the guarantees of a with-profit investment and requiring flexibility in cash-in should survey the whole market.

Pick anyone from 420!



That's the choice facing all investors moving into the unit trust field today - 420 of them! Of course, you could just use a crystal ball, take a tip from a friend at the golf club or simply choose one with a pin. But wouldn't it be wiser to take advice from experts like Unit Trust Selection Service. As part of the Capel-Cure Myers money care service they have the experience and expertise to know which trusts will suit your personal requirements.

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INVESTMENTS ERIC SHORT

a traditional fixed ten year contract. Now two life companies, Friends' Provident and Scottish Amicable, are trying to cut down on this penalty by varying the design of a flexible endowment.

These alternative plans take as their basic contract a 25-year endowment policy with guaranteed cash-in values from the 10th year onwards. This gives a higher cash-in value at 10 years, compared with the other plan, but a lower death cover before cash-in.

Under Friends' Provident Multidowment, an investor aged 30 paying £10 per month net could cash-in after 10 years and expect to receive £1,872 on current bonus rates; on the old flexible endowment he could expect only £1,743. He is, however, still paying a considerable penalty, for on a fixed 10-year endowment he could expect £2,227.

With Scottish Amicable's Flexi 25, the same investor paying the same premium could expect £1,889 compared with £1,798 on the normal Flexi 65, and £2,080 on a fixed 10-year with-profits endowment.

Although these innovations are an improvement on the old flexible endowments, they still come nowhere near to providing the complete flexibility of unit-linked schemes. Investors looking for the guarantees of a with-profit investment and requiring flexibility in cash-in should survey the whole market.

Trident Life advertisement featuring a large '17.1%' graphic and 'LIMITED OFFER' banner.

- The new Trident Life Guaranteed Income Bond (Series 3) gives a high income of 12.0% net* (equivalent to 17.1% gross) and a full return of capital after 4 years.
The new Trident Life Guaranteed Growth Bond (Series 3) gives a guaranteed growth of 12.0% net* (equivalent to 17.1% gross), and a tax-free return of £1,574 after 4 years for £1,000 invested.
Interest rates are high and may fall at any time. This offer is your chance to secure the benefit of these high rates for the whole period.

*For those who pay basic rate tax and are able to claim full tax relief of 17½% on the life policy premiums.

How does the Bond work? The Bond comprises four single premium endowment policies and one regular premium qualifying life policy. Each year one of the single premium policies is encashed to provide the premium on the qualifying life policy, and in the case of the Income Bond, also provide your income. At the end of the fourth year you surrender the qualifying policy and receive the guaranteed sum.

How to apply Complete the application attached and forward it with a current cheque to Trident Life Assurance Co Ltd. Your application will be acknowledged and your policy will follow within eight weeks. A Direct Debiting Mandate will also be sent to you to enable Trident Life to complete the transfer each year of the net premium due.

Trident Life is a member of the Schlesinger Group which has over 70 years experience of financial management and manages over £20,000,000 of private, institutional and pension funds.

Application form for Trident Life Guaranteed Growth and Income Bonds, including fields for name, address, date of birth, occupation, and signature.

HOW TO SPEND IT: by Lucia van der Post

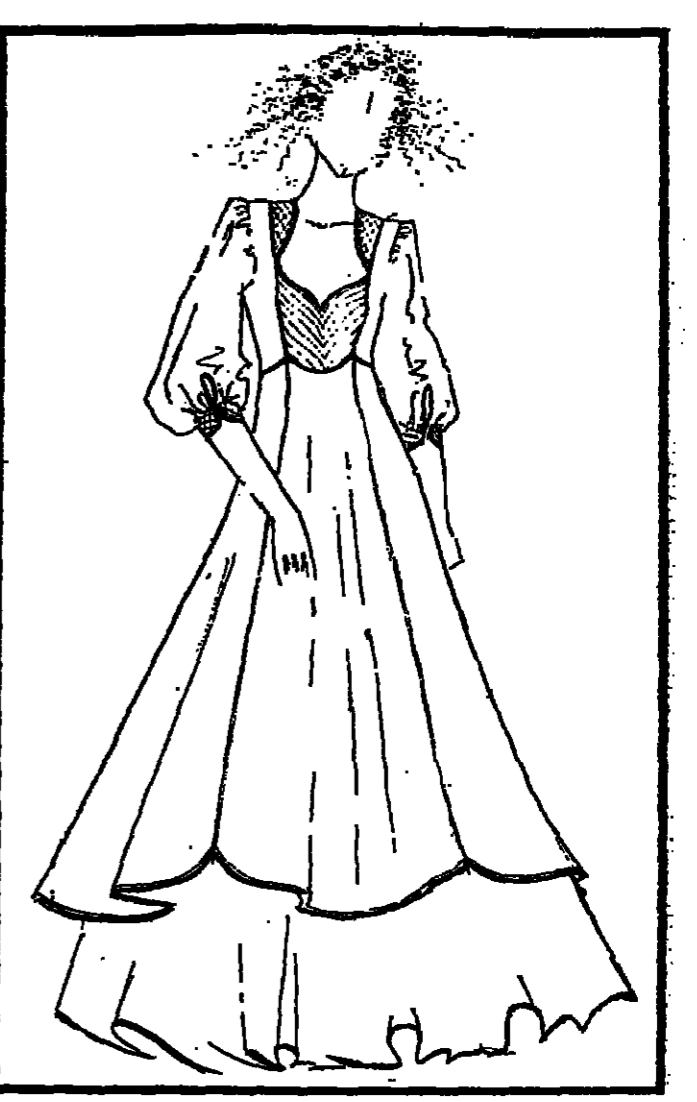
...and The Bride wore...

SUE CAMERON

MIDDLE-AGED matrons who weep at weddings when they see the bride, party coming up the aisle are not suffering from any sudden uprush of sentiment. It is relief that brings tears to their eyes: the relief of knowing that this time, someone else has had the job of glugging the wedding industry's now places; of inspecting rows of monstrosities, shiny white dresses; of choosing flowers and bridesmaids; of battling through provisional guest lists with bloodied axes in hand; and of coping with those dear, dear friends from the Other Side who operate on the principle of "Don't invite us—we'll invite ourselves." And our sons and daughters... Last month I was a member of the supporting cast in an open air nuptial production that was staged in London on the banks of the Thames. My own role as the bride was more than a walk-on part: though brief to the plot—only at the Oberkrumpmutter decided I should also double as assistant stage manager. It is not a post I would recommend. Gypsy couples are said to go through rings of fire together as part of the general spicing procedure—but hoops of flame do not provide nearly as good a way of stimulating sheer, unadulterated hell as putting someone through the hoop to more orthodox fixture. The OGM, who produced and directed the show, gave a truly formidable performance. She quickly proved that she could teach Britain's top managers a thing or two about delegation and what an eye for detail. "Sue? Sorry to ring you at the office. I... What? ... Yes, I daresay there is an oil crisis but this is important. Where are you going to put your cigarettes while you're walking down the aisle? Your dress doesn't have any pockets, you know, and... No, of course you can't put one behind you, can you?" Finding a wedding dress proved to be one of our biggest problems. I don't know who designs the things but whoever they are, they need to try harder. The shops are full of unbelievable creations with frills round the neck, pin tucks

POPULAR MYTHOLOGY would have us believe that all the brides in England get married in the spring. However, the caterers, the florists and the bridal departments all tell us that although there is an upsurge of demand for bridal accoutrements in springtime, marriage is a year-round business. So, if you are a bride-to-be

(whether you're getting married in autumn, winter or spring) and you don't want a stereotyped wedding dress, here are three ways of finding something unique and special...



RIGHT: Silk crepe de chine dress with quilted bodice and double skirt piped in Indian silk £309, worn with matching quilted silk bolero £85, from Annabelinda.

ing dress. We spent several delightful hours choosing lace and discussing the design of the dress itself. Ivy is also an expert at suggesting those minor alterations which prevent the bride from looking quite as wide as a tactless tape measure would suggest. Catherine Buckley's other speciality is spray printing. Lace wedding dresses can be altered afterwards and printed in delicate shades of green, pink or peach. Examples in the shop looked stunning. The OGM herself bought a fine wool dress in emerald green with a jacket in the same material spray printed in black.

Many of Catherine's silky rayon knit dresses and suits are also spray printed (see our illustration)—they would be ideal for a register office wedding—as are some of the chiffon evening dresses. Fine cotton dresses with Edwardian pin-tucking or broderie Anglaise incorporated into the bodice or skirt cost from about £100. Catherine Buckley's lace wedding dresses cost from £250 upwards—the price depends on the lace used—and the rayon knit suits are around £200. Lace cushions are from £17.95 for 16 ins square. You can also find the dresses at Harrods, Knightsbridge, London

Beauty salon

Directly above Catherine Buckley's showroom is a small beauty salon run by two sisters, Jane and Diana Valori. Jane does facials and massages while Diana is an expert in electrolysis to remove unwanted hair. The pretty salon, with its flower print covered walls, also boasts a solarium. Jane makes her own face and body cream but otherwise there are no cosmetics or skin care products on sale and therefore no pressure to buy a load of unwanted lotions at inflated prices. But Jane will recommend brand-name beauty products that can be bought at chemists and department stores. She does not make up clients' faces but concentrates on treating the skin itself—an unusual but perhaps sounder approach. Her massage for face, neck and shoulders is highly recommended to the harassed—whether or not they are brides suffering from familial and organisational aggro. Jane and Diana, who normally accept clients on personal recommendation only, charge £7.95 for a facial, £8.95 for a massage and £5 for a solarium treatment.

ANNABELINDA IS a charming shop at 6 Gloucester Street, Oxford, which specialises in dresses which are totally individual. Though the designers love making bridal dresses for brides, those who love Annabelinda clothes, but are either married or not thinking of getting round to it just yet, might also consider the shop, which stocks a whole host of beautiful and original day and evening wear.

However, for the bride-to-be, Annabelinda offers a very comprehensive service. Whenever possible, it is best for the bride to visit the shop. This way she can see the dresses for herself, pore over the fabrics, designs and trimmings and clarify her ideas while the Annabelinda designers for their part, can size the bride up and help her decide what will best suit her shape, face and tastes. All the wedding dresses are original, though of course there are some standard styles and an overall look which is part of their distinction.

RIGHT: Silk crepe de chine dress with quilted bodice and double skirt piped in Indian silk £309, worn with matching quilted silk bolero £85, from Annabelinda.



TOP LEFT: Sue Cameron's wedding dress in antique lace.

Hampers bring happiness
Gorgeous hampers of top-quality food and wine, ideal for family, friends or business. Never wrong and the nicest way of saying thank you. Send for full colour brochure from Britain's top hamper packers NOW!
The Hamper People
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England, Tel: (0603) 73937 Telex: 97635

TOP RIGHT: Classic rayon-knit suit is ideal for a register office wedding or going-away, £200; worn with lace camisole about £75. All garments are spray printed in peachy pink, from Catherine Buckley.
Drawing, top right, by Pauline Rosenthal

HANGERS

Show off shelving on a string

Like all the best ideas, Hangers is simple. A hook, a cord, a string, a hanger, and you're done. There's simple space for whatever takes your fancy.

And it's so easy to assemble. The attractive wooden shelves simply slot into the cord and the cloth and are held firmly in place with dowels.

Hang several together against a wall or suspend one on its own from the ceiling. Hang paintings, photographs, plants, books, etc. Available with Accus, Berberfeld or Dimes Club Card.

MTA
11A (West) St, 2nd Floor, Bridge Road, 1 Duncombe Way, Ipswich, Suffolk, IP1 2YQ. Tel: (01473) 85451

RUMAK has for years been making flattering dresses for well-born girls about to be launched upon society. The designers specialise in a deliciously pretty look so it seems quite natural that they should also turn to making delightful wedding dresses.

Most of the creations, whether for evening wear or weddings, have very much the air of being eminently suitable for the young Juliet. Many of them are high-waisted and have floating ribbons and this look is also translated into wedding dresses.

Favourite fabrics are silk, georgette and silk velvet with antique lace and ribbon trims. The prices vary from £85 to £500. At the upper end of the price bracket the bride has the dress made entirely to her specification—she can choose fabric, style, trimmings and, of course, it is made to measure.

At the lower end of the price scale, Rumak is happy to alter a dress to fit and to change the trimmings, but basically the dress will have to be one of the standard styles.

Rumak takes an interest in the whole outfit and Kate Rothwell, who also works for Liberty, makes the veils to complement the dresses. She uses silk chiffon and hand-drawn ribbons. She also makes headbands from pearls and here again the bride can ask for a special colour to be incorporated into the headpiece to link it with her bouquet or the trimmings of her dresses.

Rumak is at 109, Walton Street, London SW3. The sketch left, conveys perfectly the Rumak look.

LEFT: Figured silk dress with Chinese hand-embroidered bodice and panels of silk chiffon, trimmed in velvet, antique lace and satin ribbon, from Rumak.

Are you sitting comfortably?

You may be—but is your money! Investing your money is easy—doing it well is not. There is a bewildering range of opportunities open to the private investor. However they cannot offer the same benefits which may be gained by having your personal investment plan designed for your specific needs. Whether you're looking for a greater income or steady capital growth, sound professional advice will realise the true potential of your savings. This is where Capel-Cure Myers can really offer you positive help. As well-established financial advisers, (they can trace their company origins right back to the beginnings of The Stock Exchange), they can provide you with a money care plan tailor-made to meet your individual requirements—and back it with absolutely confidential personal service. Whether you wish to invest £500 or £500,000 Capel-Cure Myers will be able to advise you. So why not send in the coupon today or ring up (01-256 5080) our money care service—it could be the wisest investment you have ever made. After all when Capel-Cure Myers get down to your brass tacks, they could make them golden!

money care

Please see me on the right financial tack by sending me, without obligation, your full "money care" literature on how to make the most of my money.

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The Bunch Electronic Alarm has virtually solved the two major problems of burglar alarm systems.

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Secondly, it's totally electronic and far less likely to go off accidentally.

And, again an electronic solid-state system can often cost less and is also easier and faster to service.

The simplest system to use. The system is surprisingly simple to use. It's turned on and off by using the Chubb front door key. So there are no mad dashes to get to the control box when you come in.

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The ringing bell is such a common sound that people now ignore it, whether it's a false alarm or a real break-in. So Bunch use a powerful siren instead, which re-introduces the whole deterrent value.

Send now for explanatory brochure and report of Lucia van der Post's article in the Financial Times on Bunch Alarms.

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Telephone: _____

IONS

Can they really make you feel better? Read about this small Electronic Ioniser. It lets you "switch on" the kind of air that could make you feel more refreshed.

Notice how deep breaths of fresh, invigorating air feel on an occasions, particularly you feel so much better? Recent scientific work has indicated it's not just in the mind—but is possibly caused by the high concentrations of "negative ions" which occur in such places.

Traffic exhausts, cigarette smoke, central heating ducts all conspire to produce air that is "electronically positive". But there are negative ions (ions are simply electrically charged molecular particles), the better many people may feel.

Now there's a small, electronic ioniser that, at the touch of a switch, puts a stream of negative ions into the air at home or work, even in the car. It's a small box, smaller than a telephone.

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You may find this Ioniser in your home can make you feel refreshed. We make no claims about it, except to say that this ioniser is up to 20 times more powerful than some alternatives available. But we'd like to send you the genuine research findings, without obligation, on the Moulden Ioniser. Send off the coupon now!

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WAY IN

Our latest collection of casuals for men is exceptionally relaxed and easy-to-wear—good-looking comfortable clothes in all the colours and textures of Autumn, with accessories to match.

This practical zip-up blouson jacket for the young man-about-town has a touch of individuality. Fashionably cut, with pleats at the back, in showerproof cotton and polyester trimmed with leather. Beige/Tan or Fawn/Brown, 38" to 42" chest £48.50

Way In, Fourth Floor. Carriage free within our van delivery area.

at Harrods

Knightsbridge, London SW7X 2L. 01-730 1234

ARTS

Arts and crafts

Craft, using the word in its most general application, is bound to be in some sense a mystery...

"Photography in Printmaking" is a simple and unambiguous title, and it deals as straightforwardly with matter and techniques...

Quite simply photography made possible the limitless mechanical reproduction of graphic imagery through the development and refinement of such things as the line-block, the cross-line screen, colour separation, photo-lithography, and photo-galvano...



Marilyn Monroe from 'Ten Maflyns' by Andy Worhol

Artists of all kinds, abstract quite as much as figurative, now rely upon the combination of acetate and chemical and light to achieve the desired result, whether it is the shift of a drawn image onto the plate, the image drawn directly onto the film in the modern equivalent of the Cliché Verre technique...

Photography, in all its aspects, is by now become an accepted tool of the artist, as much so indeed as his pencil, and as unremarkable. We should continue to be intrigued by any technical advance, of course, but not over-excited nor uncritical...

Artists of all kinds, abstract quite as much as figurative, now rely upon the combination of acetate and chemical and light to achieve the desired result, whether it is the shift of a drawn image onto the plate, the image drawn directly onto the film in the modern equivalent of the Cliché Verre technique...

Turner at Petworth

At Petworth House, Sussex, already rich in artistic goodies, an extra treat awaits the visitor this autumn. Forty-seven of the now-famed series of Petworth sketches from the Turner Bequest at the British Museum, executed in watercolour and bodycolour on small sheets of blue paper, temporarily take their place among the many Turner oils in the house...

stands against the fire, or listen with the assembled company to the music from the spinet. Without outlining the features of the individuals or the details of the rooms, Turner conveys the essence of each occasion. No despatch of humanity, this painter of the awesome elements...

of Egremond, was one of Turner's most important patrons. He had a fine collection of contemporary British paintings and sculptures, and between 1802 and 1813 bought many of Turner's oils. In the 1820s he commissioned Turner to paint four pictures for the panelled room at Petworth with the magnificent Grinling Gibbons carving (still in situ): these now hang in the "Turner" room near door. Two are of Petworth Park, beautifully complemented by the other views of the Park in the sketches at present on screens in the same room...

Greevy & Shirley

BY DAVID MURRAY

Bernadette Greevy and George Shirley are not to be heard in London as often as one might wish, and it was a thousand pities that their attractive programme on Thursday at the Wigmore Hall was not sustained by their intended accompanist, Paul Hamburger...

and helplessly vague about the shape and pulse of the concluding Mahler songs. These are not works that singers can carry alone, though they coped bravely...

Neither the Berlioz nor the Mahler songs were without some satisfying vocal passages, but Britten's Canticle II, 'Abraham and Isaac' made a far more consistent impression. Mr Shirley's dramatic instinct served the fraught little parable very well, and he and Miss Greevy combined to striking effect as the Voice of God. That performance, at least, will stay in the mind for a while...

As she is spoke

"It was obvious... that there is wide public concern about the standard of spoken English on the BBC (and elsewhere). Unfortunately most of the letters received from members of the general public contained linguistic faults of their own (mis spellings, poor syntax, and other unpleasantnesses) which made it embarrassing to clear that the concern that was being expressed from that quarter sprang more readily from the heart than from the head...

You have just been listening to Dr. Robert W. Burchfield, Chief Editor of the Oxford English Dictionary, in his Report on the Quality of Spoken English on BBC Radio, released earlier this week. Dr. Burchfield was one of three experts on spoken English appointed by Ian McIntyre, Controller of

health. I asked if in comparing their performances with that of the Liddells and his before the war, to whom he had listened again on archive recordings, he was saying there had been a decline of standards. "Yes, I am most emphatically saying that," he replied. This view was confirmed by his two colleagues in their reports, only not quite so emphatically...

RADIO

ANTHONY CURTIS

Radio 3, to listen to BBC domestic radio for a month or so—the networks and local radio—and to report back on the Corporation's use (or misuse) of the language.

The other two wise men, who filed separate reports, were Denis Donoghue and Professor of Modern English and American Literature at University College Dublin, and Andrew Timothy, a former member of the BBC's announcing staff and colleague of Alvar Liddell. Mr. Liddell triggered (it is that all right, Doctor?) the whole thing by an article in The Listener last April complaining that the reading of the news was the result of "widespread distortion, an endemic disease arising from insinuation and implication."

I have great sympathy with the people of declining years who wrote those impassioned but ungrammatical letters to Dr. Burchfield. English is a frightfully difficult language both to write and speak correctly, even those of us who have been trying for a very long time are continually touching off hidden trip-wires.

I was impressed at the conference on Thursday to launch the report by the pertinence and clarity of Dr. Burchfield's own spoken English but I noticed that even some of his vowels were not entirely pure. He gave the current BBC presenters a remarkably clean bill of



Tommy Steele

Tommy Steele is the triumph of mind over material. He doesn't sing particularly well; he would never even make the chorus line with his dancing; and his patter is genial rather than jocular. Yet he has somehow managed to become a superstar. He is currently promoting his personality at the Prince of Wales and the first night audience on Thursday knew its role in life and gave him a standing ovation for being so happy.

It had proved an uphill ride, almost two hours of non-stop effort. One problem is that many of Tommy Steele's songs, like 'Sweet Caroline', have been previously recorded by other artists; another is that his own repertoire, of The Little White Bull variety, is a toe curling embarrassment. But Tommy Steele thrives on sentiment. He wallows in it, and sweats for it, so you are inclined to believe he means his Patience Strong-type poems and his nostalgia for the East End, and you admire his simplicity. The person is so much more engaging than the product.

Fortunately some old fashioned production values lived up to the evening, in particular a typically over-the-top paean on behalf of Don Quixote and the world of the imagination improves into an exciting few minutes as Tommy Steele effectively portrays the old knight against a back projection of fast traffic on a winding country road. The aim of chorus line with his dancing; and his patter is genial rather than jocular. Yet he has somehow managed to become a superstar. He is currently promoting his personality at the Prince of Wales and the first night audience on Thursday knew its role in life and gave him a standing ovation for being so happy.

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ANTHONY THORNCROFT

TV RATINGS

w/e Oct. 7

Table with TV ratings for various programs like 'The Mambor Bom', 'Blankety Blank', 'Last of the Summer Wine', etc.

CHESS SOLUTIONS

Solution to Position No. 289: 1 P-K4, R-Q; 2 K-N2, R-N7; 3 R-R1, K moves (R-N3 stalemate); 4 N-N4 and 5 N-P3, king and rook v king and knight is a draw.

CINEMAS

ABC 1 & 2 SHATTERS AVE 838 8861. B&W. ALL SEATS BOOKED. THE BROTHERS KAY (A). Pros. 12.30, 2.00, 4.30, 6.50, 8.30, 10.15. THE BROTHERS KAY (A). Pros. 12.30, 2.00, 4.30, 6.50, 8.30, 10.15.

ENTERTAINMENTS

ALDWYCH. CC. 01-356 6404. Info. 836. Fully equipped. 150 seats. ROYAL SHAKESPEARE COMPANY in 'The Merry Wives of Windsor'...

ROYAL SHAKESPEARE COMPANY in 'The Merry Wives of Windsor'... THEATRES ADELPHI. CC. 5. 01-856 7617. A SUMPTUOUS NEW PRODUCTION...

GENMA CAVEN ANDERSON LANGTON ANDREW WORTH DAVID WOOD... 'A TOUCH OF MEDICAL MAGIC'...

THE SHERLOCK HOLMES MYSTERY 'THE MIND OF MURDER'... 'THE CASE OF THE ONLY LEVANTINE'...

THE KING AND I... 'THE ONLY LEVANTINE'... 'THE CASE OF THE ONLY LEVANTINE'...

QUEEN'S THEATRE... 'THE ONLY LEVANTINE'... 'THE CASE OF THE ONLY LEVANTINE'...

SHATTERS AVE... 'THE ONLY LEVANTINE'... 'THE CASE OF THE ONLY LEVANTINE'...

ROYAL COURT... 'THE ONLY LEVANTINE'... 'THE CASE OF THE ONLY LEVANTINE'...

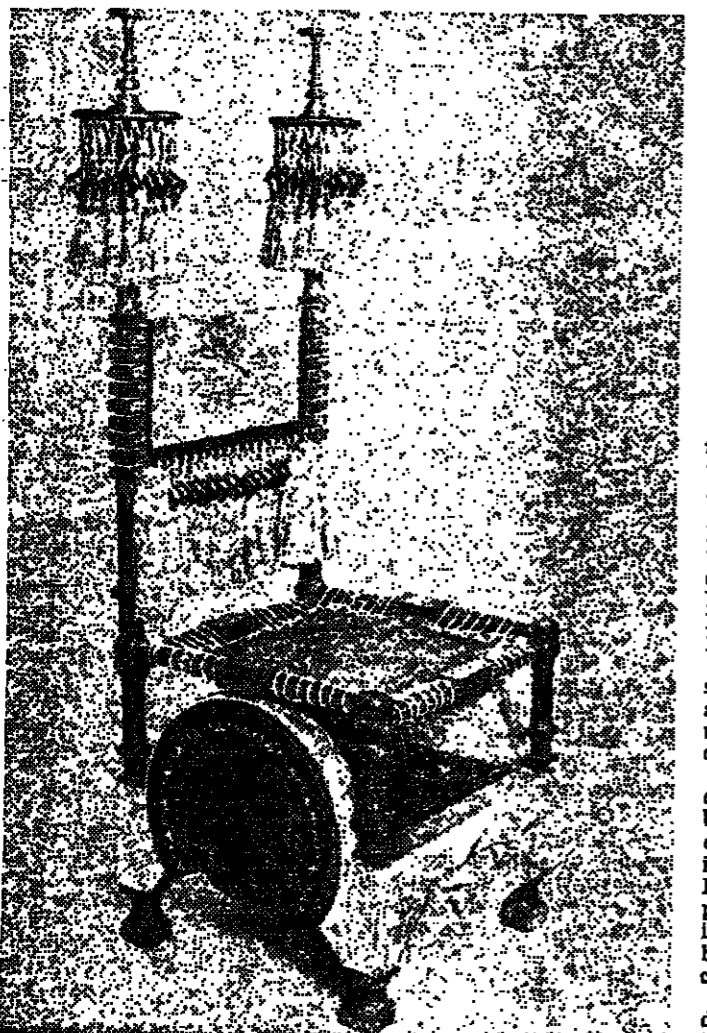
مكتبة الأحرار

COLLECTING

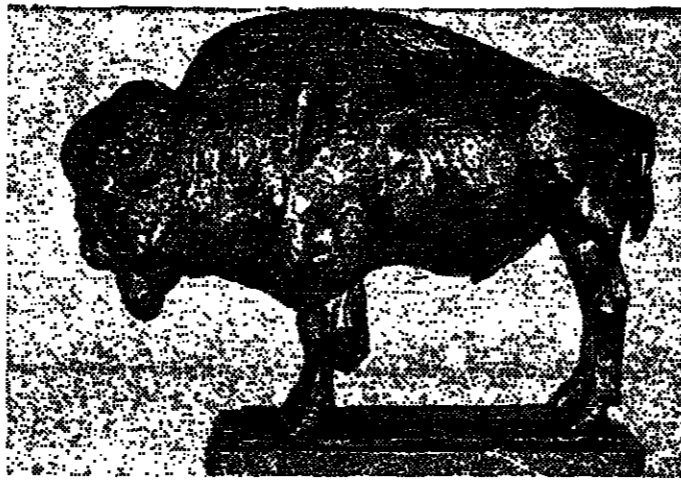
Amazing Bugattis

BY JUNE FIELD

FOR MANY people the name Bugatti is associated only with cars, but it also belongs to a dynasty of Italian artists and sculptors. Three generations of the Bugatti family, grandfather Carlo (1856-1940), his sons Ettore (1881-1947) and Rembrandt (1885-1916), and grandson Jean (1909-1939), produced a diversity of work covering furniture, silver and bronzes as well as automobiles.



Chair by Carlo Bugatti



Rembrandt Bugatti's bronze bison 1910, in 'The Amazing Bugattis' exhibition at the Royal College of Art, Kensington Gore, London SW7, open daily 10 am-7 pm, until 18 November, also featured in Mary Harvey's new book 'The Bronzes of Rembrandt Bugatti' (Palaquin Publishing).

such original and delightful work." Philippe Garner applauds Carlo's "single-minded, highly individualistic talent." He draws attention to Carlo's jewellery and silver designs as well as such stylish novelties as the "small room" from the Turin Exhibition, particularly the G-shaped chairs, "a highly intelligent solution to the problem of seat design, allowing a space behind the circular seat for the overhanging of coat tails or train."

CONCERTS ROYAL FESTIVAL HALL HAYDN-MOZART SOCIETY WEDNESDAY, 31 OCTOBER at 8 p.m. LONDON MOZART PLAYERS Conductor: HARRY BLECH

VICTOR HOCHHAUSER presents SATURDAY, 3 NOVEMBER at 8 VIENNESE EVENING Dr. Morning, Noon & Night Supper Radetzky March Johann Strauss I

London Philharmonic London Symphony Philharmonia Royal Philharmonic BOOKING OPENS during the coming week for the following concerts in THE 4 ORCHESTRA SERIES ROYAL FESTIVAL HALL

QUEEN ELIZABETH HALL FRIDAY NEXT 19 OCTOBER at 7.45 p.m. ENGLISH CHAMBER ORCHESTRA SIMON RATTLE conductor MAYUMI FUJIKAWA violin

MONDAY, 29 OCTOBER at 7.45 p.m. Vuo Walston Management presents ALLEGRI STRING QUARTET BEETHOVEN CYCLE

JOHN VALLIER 'A great Chopin interpreter,' Daily Telegraph 'Impassioned playing,' The Guardian, October 1978 'A pianist of quite exceptional attainments,' Sir Adrian Boult

ROYAL ALBERT HALL VICTOR HOCHHAUSER presents SUNDAY, 21 OCTOBER at 7.30 TCHAIKOVSKY Nutcracker Suite Piano Concerto No. 1

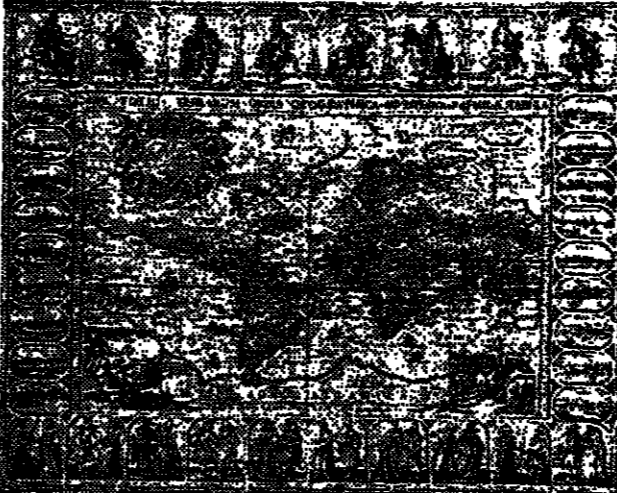
VICTOR HOCHHAUSER presents SUNDAY, 28 OCTOBER at 7.30 PINCHAS ZUKERMAN playing TWO VIOLIN CONCERTOS by MENDELSSOHN and BEETHOVEN

VICTOR HOCHHAUSER & HAROLD HOLT Ltd. present SUNDAY, 4 NOVEMBER at 7.30 GOLDEN JUBILEE CONCERT OF YEHUDI MENUHIN (50th Anniversary of his debut)

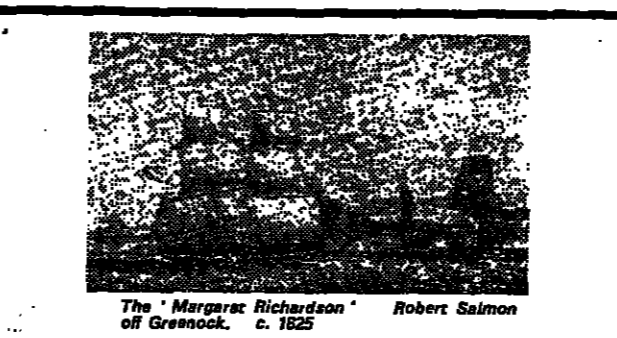
Robert Douwma prints & maps Ltd

93 Great Russell Street, London WC1B 3QL Telephone: 01-436 4895 Shop hours: 9.30-6, Saturday 10-1

An exhibition of rare and interesting printed maps until October 27 John Gibson's detailed map, at one inch to the mile, of the Collieries on the Rivers Tyne and Wear, 1789 £12.00



Jan Jansson's world map of 1626—one of the most elaborate to come out of early 17th century Amsterdam £5.00



The 'Margaret Richardson' Robert Salmon off Greenwich, c. 1825

Ships and the Sea AN EXHIBITION OF MARINE PAINTINGS IN SUPPORT OF THE SEA CADET ASSOCIATION

Owen Edgar 9 West Halkin St. Belgravia, SW1. 235 8869 INVESTMENT SILVER, William IV Queens Pattern, Cutlery, Silver, plus all

STAMPS, COINS AND MEDALS 8TH DECEMBER 1979 The Financial Times proposes to publish a Survey on Stamps, Coins and Medals.

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER The content, size and publication dates of Surveys in the Financial Times are subject to change at the discretion of the Editor.

ART GALLERIES O'NEILL GALLERIES, 22, Bury Street, St. James's, London, SW19 1JL CENTURY PAINTINGS

Experience & Expertise No. 391 Greenwich armour for the field and tilt, circa 1560, Sale on Wednesday, October 24, at 10.30 a.m. Christie's Fine Art Auctioneers since 1766

Spencers OF RETFORD A good late XIX Century timepiece by Dent of London. To be sold on 17th October. RETFORD SALEROOMS — OCTOBER/NOVEMBER 1979

RICHARD GREEN Daily 10.00-6.00 Saturday 10.00-12.30 44 Dover Street, London W1K 4JQ

CLUBS EVE has outshined the others because of a policy of fair play and value for money.

WORLD STOCK MARKETS

Companies and Markets

Early Wall St. prices move up

INVESTMENT DOLLAR PREMIUM \$2.80 to \$1.331% (321%) Effective \$2.1600 11% (101%) STOCKS MOVED higher from the opening in what analysts called a technical reaction to the heavy selling during the week.

Renault acquired a 5 per cent stake in AMC's Common Stock and Convertible Debt that could raise the total to 22.5 per cent.

Campbell Red Lake dropped 2 to C233, Dome Mines 1 to C248, and Combe Mines 1 to C317.

DM 1.40, while AEG closed DM 2.10. Hoopsch led Chemicals DM 1.40 higher.

Volume leader Occidental Petroleum, which the previous day reported a sharp rise in third quarter profits, added 1/2 to \$251.

The U.S. subsidiary of AB Electronix of Stockholm offered to buy Tappan for \$15 a share.

Although pressure of sales was less heavy than in the two previous sessions, losses were widespread.

AMSTERDAM—Share prices closed mainly level in quiet trading, with Unilever falling F1 0.30, and Royal Dutch F10.50.

and a drop in the price of gold contributed to early gains, though gold was recovering later.

Advances led declines about three to one on turnover of 16m shares.

SPAIN—Market holiday, Hispanidad Day.

HONG KONG—Stock prices fell in active trading. The Hang Seng index was down 8.21 points at 639.75.

Table with columns: Stock, Oct 11, Oct 10, High, Low, etc. Includes Dow Jones Industrial Average and various stock prices.

Table with columns: Stock, Oct 11, Oct 10, High, Low, etc. Includes various international stock prices.

Table with columns: Stock, Oct 11, Oct 10, High, Low, etc. Includes various international stock prices.

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Table with columns: Stock, Oct 11, Oct 10, High, Low, etc. Includes various international stock prices.

Table with columns: Stock, Oct 11, Oct 10, High, Low, etc. Includes various international stock prices.

F.T. CROSSWORD PUZZLE No. 4098. A prize of £5 will be given to each of the senders of the first three correct solutions.

THURSDAY'S ACTIVE STOCKS. Table listing active stocks with columns for stock name, price, and change.

Cowdenbeath to win Hyperion Stakes. Article about the horse race, mentioning the strong claims of recent winners.

Anglo-Indian joint ventures planned. Article about the expansion in international finance and trade, mentioning the Rajal Bajaj.

ACROSS and DOWN crossword puzzle clues. Includes clues like '1 Fit in bird and dog (8)', '5 Going to ignore piece of wood (6)', etc.

AMSTERDAM, AUSTRALIA, BRUSSELS/LUXEMBOURG, GERMANY, PARIS, STOCKHOLM, VIENNA, OSLO. Multiple tables of stock prices and market data for various international locations.

SOLUTION AND WINNERS OF PUZZLE No. 4092. Lists the solutions to the crossword puzzle and names of the winners.

AMSTERDAM, AUSTRALIA, BRUSSELS/LUXEMBOURG, GERMANY, PARIS, STOCKHOLM, VIENNA, OSLO. Multiple tables of stock prices and market data for various international locations.

NEW YORK Stock market data table. Columns include Stock, Oct 11, Oct 10, High, Low, etc. Lists numerous stocks and their prices.

Table with columns: Stock, Price, Div. Yield, etc. Lists various international stock prices and market data.

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Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

Increased earnings expected by Ferodo

FERODO, France's largest vehicle components company, expects current year profits to show an improvement following strong activity during the third quarter.

First-half upturn carries Honda to record profit

BY RICHARD C. HANSON IN TOKYO

HONDA MOTOR COMPANY raised its net profit at parent company level by 54.3 per cent in the first half of its financial year to a record ¥12.1bn (\$83.6m).

Production of the new model, started in September, is 30,000 units per month, two-thirds of which will be shipped overseas.

Exports of cars to the U.S. were particularly strong, rising 24.5 per cent as demand for small, fuel-efficient cars created long waiting lists.

Alternatives for Bank of Adelaide

By James South in Sydney

THE SOUTH AUSTRALIAN Premier, Mr. David Tonkin has held out the prospect of alternative means of resuscitating the Bank of Adelaide.

Getty counterbids \$631m for Reserve Oil and Gas

BY DAVID LASCELLES IN NEW YORK

GETTY OIL, the Los Angeles oil company which was an unsuccessful bidder in the recent auction for Belridge Oil, has switched its attentions to Reserve Oil and Gas.

merger agreement was unwound. Neither Denison nor Reserve Oil had any immediate comment on the bid.

had been expected to seek new opportunities. Reserve Oil operates in most areas of the petroleum industry from exploration right up to marketing.

U.S. acquisition for Electrolux

BY WILLIAM DULFORCE, NORDIC EDITOR, IN STOCKHOLM

ELECTROLUX, the Swedish household appliances group, has made a \$56m bid for Tappan, one of the leading American manufacturers of household equipment.

Over the past decade under its present chairman, Mr. Hans Werthen, Electrolux has pursued an aggressive business philosophy, expanding its market shares in both Europe and North America by takeovers.

In a speech to the SA Parliament this week, Mr. Tonkin said that there was no point in shareholders voting against the takeover unless there was an alternative "fall-back" arrangement available.

Shell Oil chief forecasts 35% rise for full year

BY OUR FINANCIAL STAFF

SHELL OIL of the U.S. expects to be able to maintain over the full year the 35 per cent rate of increase in net profits established in the first half, according to Mr. John F. Bookout, president.

Shell Oil chief forecasts 35% rise for full year

BY OUR FINANCIAL STAFF

Without giving figures, Mr. Bookout said that Shell's U.S. oil production this year will be modestly below that of 1978 because of a fire at a gas plant.

Upturn at Moore McCormack

BY OUR FINANCIAL STAFF

STAMFORD — Moore McCormack Resources, the transport and natural resources concern, raised net income in the third quarter by some 47 per cent, to about \$15.9m, or \$2.79 a share.

The First Viking Commodity Trusts

Commodity OFFER 35.2 Trust BID 33.4

Higher BHP dividend

By Our Sydney Correspondent AUSTRALIA'S largest company, Broken Hill Proprietary, has lifted its interim dividend from 15.5 cents a share to 17 cents for the half-year to November 30.

Radars wins battle for store chain

THE FRENCH supermarket group Radar has triumphed in the battle for the retail store chain Paris-France. The latter has recommended shareholders to accept the FR 305 per share offer from Radar, which values Paris-France at \$100m.

Central Soya optimistic

CHICAGO—Central Soya, the soya processing and animal feed concern, believes that expansion and improvements in its feed and farm segments are laying the groundwork for higher earnings in the years ahead.

AMERICAN MARKETS

NEW YORK, October 12. GOLD RETREATED from its best levels of the week, as did silver.

FINANCIAL TIMES

Oct 11, 1979. Dow Jones Industrial Average: 1185.89. S&P 500: 198.88.

MOODY'S REUTERS

Oct 11, 1979. Moody's: 1185.89. Reuters: 1647.8.

COMMODITIES/REVIEW OF THE WEEK

Zambian rail link attack lifts copper

BY OUR COMMODITIES STAFF NEWS THAT Zimbabwe Rhodesian forces had attacked vital transport links, affecting Zambian copper exports, brought a recovery in copper prices on the London Metal Exchange yesterday.

MARKET REPORTS

BASE METALS

COPPER—Sharply higher on the London Metal Exchange following news that a road/rail link in Zambia had been destroyed.

COFFEE

COFFEE—Yesterday's coffee prices were mixed, with Arabica coffee prices generally higher than Robusta.

WHEAT

WHEAT—Yesterday's wheat prices were mixed, with hard wheat prices generally higher than soft wheat.

GRAINS

GRAINS—Yesterday's grain prices were mixed, with wheat prices generally higher than other grains.

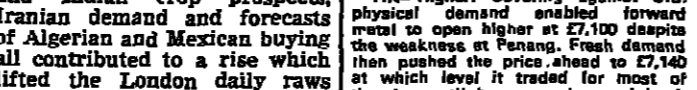
INDICES

FINANCIAL TIMES, MOODY'S, REUTERS, DOW JONES.

WEEKLY PRICE CHANGES

Table with columns for Commodity, Latest price, Change, Year ago, High, Low. Includes metals, oil, grains, and other commodities.

SUGAR



Further buying of zinc in the morning lifted the price to 224.5. However, in the afternoon profit-taking emerged and this depressed the price to 220 on the late kerb.

COCA

Although a little steadier at the opening, levels were graded sharply higher as the market reacted to the news that the price of cocoa beans had risen.

RUBBER

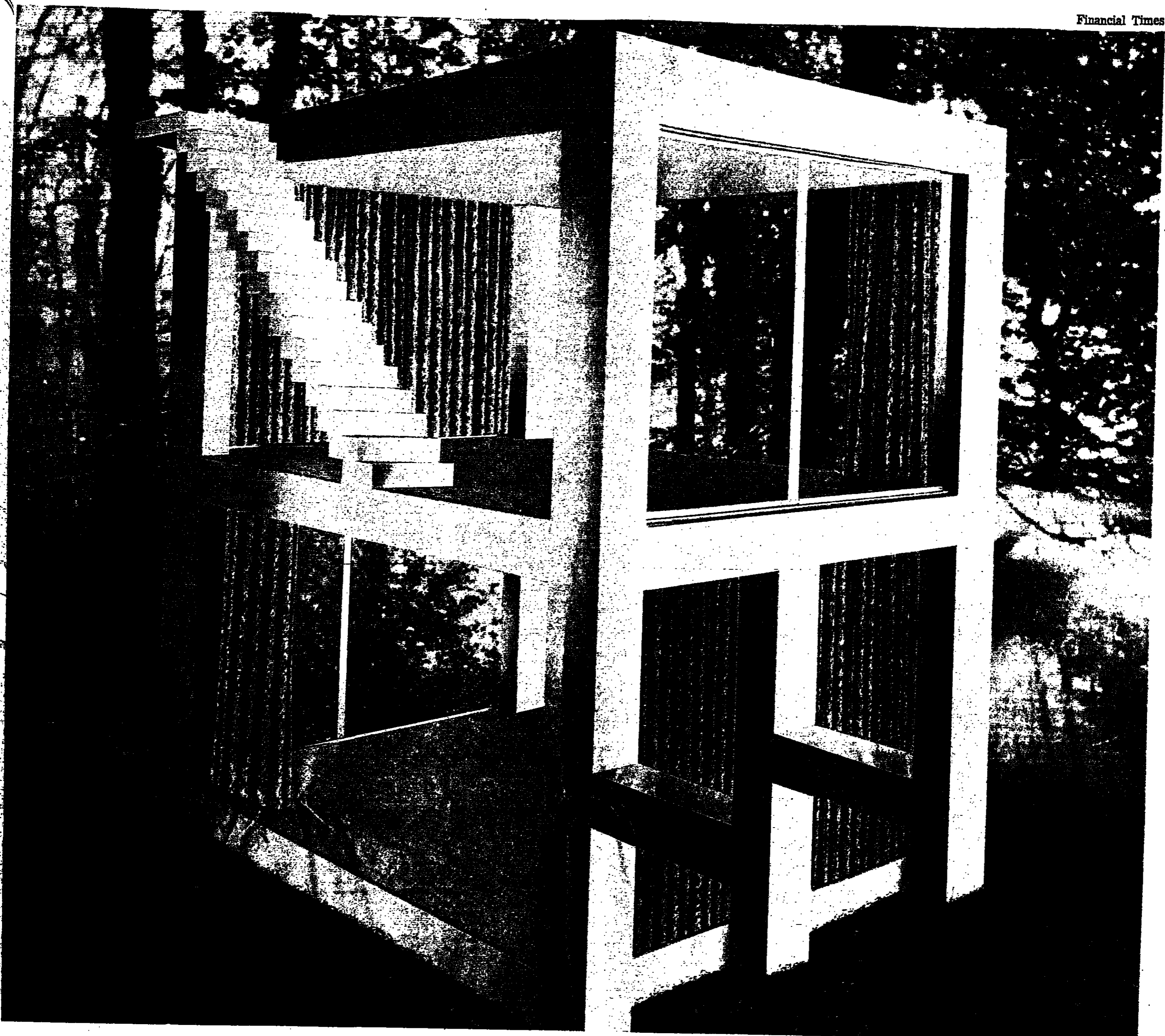
The London physical market opened with very little interest throughout the day, closing on a fairly steady note.

COTTON

LIVERPOOL—Spot and shipment sales amounted to 70 tonnes, bringing the total for the week to 538 tonnes.

MEAT/VEGETABLES

MEAT COMMISSION—Average fatstock prices at representative markets on October 12.



So you'll never get planning permission for it...

but you live in style



HUNDRED
PIPERS
FINE SCOTCH WHISKY
from Chivas Brothers

WHISKY 1

Industry rides out its problems

By CHRIS PARKES

POSSIBLY THE greatest strength of the Scotch whisky industry is that its product is one of the world's few truly international drinks. It is sold in every country, except those where imports are forbidden for religious or political reasons.

But while its export record is admirable—some 85 per cent of all sales go abroad—the responsibilities and difficulties associated with maintaining this trade and the necessary back-up in a protectionist environment are burdensome, to say the least.

As recession bites, there is a tendency for importing nations to act against imports to protect their home industries. A recent National Economic Development Council (NEDC) report claimed the drink now faces some 350 identifiable government-imposed barriers to free trade. Producers have stumbled over European Community regulations, and there is the growing problem of imitation "scotch" whiskies marketed in distant parts.

The industry insists that given careful nursing and close liaison with various government departments it can ride out most of the problems. Scotch is special, they say, and it has consistently withstood all kinds of pressures and still commanded a premium.

There is no denying, however, that the boom in exports of the 1950s and 1960s is unlikely to be repeated in the foreseeable future. During those heady years exports increased by an average 9 per cent a year. Since 1971, growth has slowed to about 5 per cent a year on average, and one recent study claimed that, since 1974, expansion has been even lower.

The broad range of difficulties already mentioned has contributed largely to this dampening down, but as stockbrokers Wood, Mackenzie highlighted in a recent analysis, most of the slowdown in overall growth rates has been due to the U.S. market. Customs and Excise figures show that between 1974 and 1978 exports of Scotch to the U.S. fell 1 per cent, while sales in other overseas markets rose 7 per cent. Last year 40 per cent of all Scotch sales went to the U.S., compared with 44 per cent in 1971.

Apart from the ferocious competition in the U.S. drinks market and the discriminatory rates of duty levied there, much of the blame for the loss of ground is laid at the door of the Scotch-makers themselves. Wood, Mackenzie criticised producers for neglecting the

changing tastes among consumers, particularly the young social drinkers who tend to prefer lighter flavoured drinks, taken with mixers. To back its arguments the company points to the strong sales of vodka and other bland spirits; the success of Hiram Walker's promotion of Canadian Club as a drink for younger people and the solid demand for J and B Rare and Cutty Sark which sell well on their "lightness."

The Scotch industry retorts that the real test comes as the younger drinkers grow older and their tastes, preferences and aspirations mature. Advertising is consistently aimed at the 35-plus age-group and focused on Scotch's high quality, even exclusive, image.

In the U.S. and elsewhere, however, this image has been blurred by the appearance on the market of many brands of inferior quality "scotch", usually types with a low malt and high grain whisky content. The standard reputable blend contains 35 per cent malt and 65 per cent grain spirit.

Opportunistic bottlers snapped up the fruits of a period of over-production in the mid-1960s, and have been selling their inferior blends at as little as half normal export prices for better-known standard brands.

The activities of these "cowboys" have been blamed for the lack of progress with Scotch sales in the huge drinks market in West Germany. It is said that largely because these backstreet blenders have been dumping there, Scotch proper has only a 3 per cent share of the total spirits trade.

However, the industry now claims that the excesses of the 1960s have been mostly sold and stocks and current production are back in line with current and forecast demand. Indeed, some in the industry fear the controls on output have been overdone and that there could even be shortages of some types of whisky for blending in the next five or six years.

Accurate demand forecasting is vital in the whisky business. The production line cannot be slowed down or speeded up to match short-term sales fluctuations. Whisky has to be stored and matured for at least three years before it can be blended and sold, and no company is happy to have finance tied up in excess reserves especially at current interest rates.

Given the need for accuracy, it is not surprising that reputable estimates of future demand tend to coincide closely. The

NEDC forecast that between 1978 and 1981 world demand would increase by an average 4.4 per cent a year. Distillers Company, the giant whisky company, is working on a range of 4 to 5 per cent, while Wood, Mackenzie plumps for around 5 per cent per annum for the next five years.

The general view is that in the short-term future annual sales to the U.S. will pick up and increase by an average 2 per cent, thus maintaining Scotch's position in the drinks market there, while the figure will be closer to 10 per cent in the strongly growing markets in Africa, the Middle East and Latin America. Trade in the UK should expand by between 1.5 and 2 per cent a year.

While such prospects appear comforting, shorter-term difficulties can wreak havoc with such projections. In the first half of this year, for example, worldwide trade in Scotch fell 7 per cent to 43.7m proof gallons. Greatest influences were the transport strikes in Britain and the lack of off-take among American buyers who had stocked-up heavily last year, ahead of price increases. As a result, between January and July, sales to the U.S. fell 16 per cent.

In Japan, on the other hand, the strongest market in Asia, imports were 11 per cent higher during the half year at 5.4m gallons. Venezuela, the biggest and most volatile buyer in South America, took 56 per cent less than in the comparable part of 1978, while sales there for the whole of last year were 22 per cent higher than in 1977.

Within this somewhat confusing statistical panorama lie several consistent and promising details which illustrate how the industry's foundations—sales of bulk and bottled blends—are being underpinned. Diversification into single malt whiskies and luxury types has produced heartening and profitable sales.

Single malt whisky, for example, the original Scotch and the only type available until the blenders moved in last century and began the process which took whisky to the world at large, is now a high fashion drink. Most distillers have at least one brand and new labels—new, that is, to the markets beyond Scotland—have been appearing regularly for the past few years. Although sales represent only a tiny proportion of all whisky drunk, single malt's share of the market is expanding at about 15 per cent a year. The

Italians are among the biggest buyers, and together with Britain, the U.S. and other European customers, take about three-quarters of all sales.

In the longer term, growth may be limited by the lack of capacity in the specialised distilleries and the over-riding demands of the blenders who must always have first call on supplies.

Luxury blends have also been expanding rapidly. Wood, Mackenzie calculates that in the next five years sales expansion will accelerate to 12 per cent a year and that these types will double their share of the world market to 15 per cent by 1983.

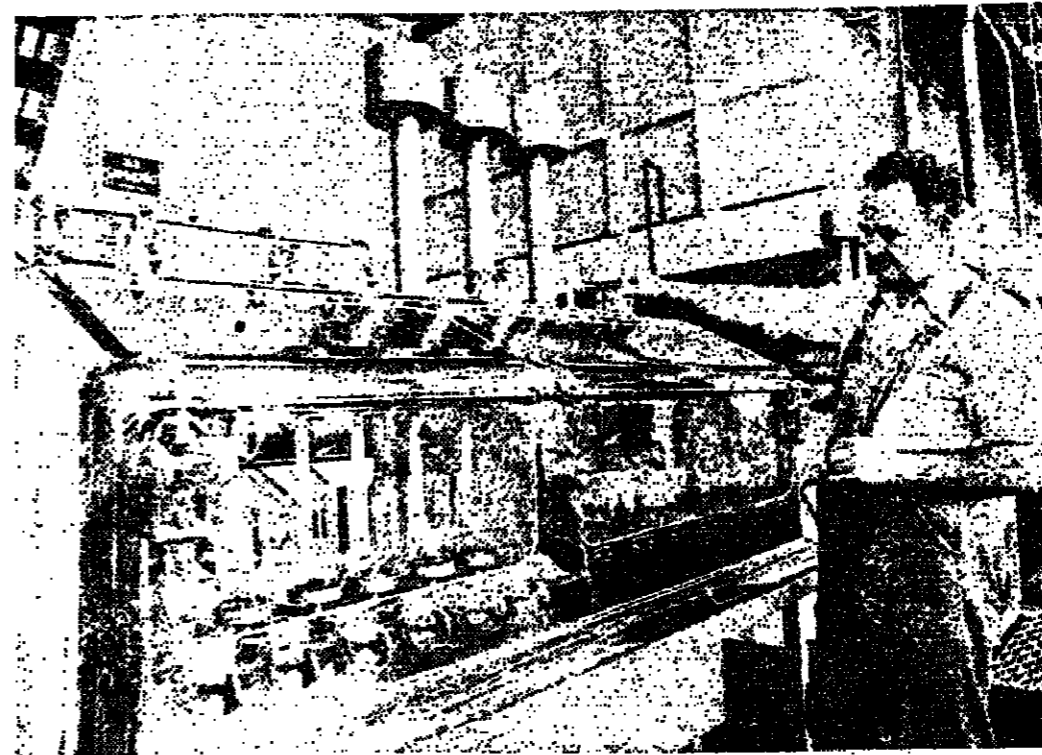
Producers are working hard at promoting their de luxe brands, building up what amounts to an almost exclusive image for them based on the already high quality profile of standard blends of Scotch which, they believe, is the cornerstone of Scotch's success in the world so far and its guarantee of further gains.

HARDENED SCOTCH whisky drinkers have been known to weep at the sight of a top-class malt whisky being mixed with American ginger ale. Fortunately, such occurrences do not happen often since the higher price of malt whisky is sufficient to persuade most people to use a cheaper blended whisky for the purposes of mixing.

But it is this traditional high quality image of whisky that probably represents one of the hardest challenges to the growth of the whisky market in the UK over the next decade. The image of Scotch whisky as being something that only real experts can appreciate is fine for the up-market appeal but does little to help counter the dramatic growth in other spirits such as vodka in the numerically more popular section of the market.

The three key factors influencing consumer demand in the UK over the past decade are the growth in the amount of alcoholic beverages drunk by women and young people; the apparent trend towards lighter flavours and colours; and the emergence of the take home sector led by the greater drink sales in supermarkets.

These factors have emerged for a number of reasons: The



The spirit and feint safe at Caol Ila Distillery on the Isle of Islay.

Keeping up with changing tastes

By DAVID CHURCHILL

growing numbers of working women, for example, has led to more women drinkers—as have the improvements in pub environments. At the same time women, and young people, have expressed a clear preference for both lighter flavoured and coloured drinks which they believe—however erroneously—are more refreshing or less alcoholic. This has led to the growing popularity of white rum, especially Bacardi, in preference to the traditional dark rums; vodka also has emerged as the fastest growing spirit in the 1970s; and dry white wine's popularity has soared.

Although there are those within the drinks trade who suggest that this emphasis on the trend to lightness can be misplaced—suggesting, for example, that vodka's market growth was long overdue—the shifts in consumer preference show that even Scotch whisky cannot rest on its laurels. A survey of spirits drinkers, carried out by the Mintel market research company, confirms that young drinkers appear to have little interest in drinking whisky. Only 13 per cent of those polled in the 15-24 age group had drunk whisky,

while 21 per cent had drunk vodka.

Although this and other surveys show that whisky is more popular with the middle age groups (between ages 45 to 54), industry observers believe it wrong automatically to assume that as people grow older (or become more affluent) they will revert to whisky. There is ample evidence to suggest that people adhere closely to drinking habits formulated in their youth; if so, this suggests that the Scotch industry will need to create a more exciting image to attract the next generation of whisky drinkers.

The Mintel survey also revealed that whisky dominates men's spirit drinking, with 41 per cent of the men in the survey admitting to drinking whisky within the previous month. Although only 19 per cent of women said they had drunk whisky within the previous month, this was still the greatest proportion of any single spirit. The order of popularity for both men and women of spirits consumed was whisky, brandy, gin, vodka, white rum and dark rum.

Yet the survey also shows that only 17 per cent of the

total drank their whisky neat (i.e. without any addition of water or any other "mixer" drink). This clearly reflects, therefore, the preference for a "long" drink including a mixer. Vodka, for example, has the characteristic of being able to be mixed with virtually anything.

The most popular whisky mixer, according to the Mintel survey, was water, used by 23 per cent. Only a slightly smaller percentage drank whisky with ginger ale. Lemonade was next, followed by soda and orange and a variety of other mixers. Mintel reports that twice as many men as women drank whisky neat, while the position was reversed for the popularity of lemonade as a mixer. Lemonade is particularly important in Scotland, used by 35 per cent as the mixer. Mintel says, perhaps tongue in cheek, that this is due to lemonade often being free in the Scottish pubs. Water as a mixer is also important in Scotland, but not in London or the South East.

According to the experts, the water of Loch Katrine is traditionally the perfect diluting agent for good Scotch, although the water of any spring will do.

When professional whisky tasters appraise Scotch, they seldom actually take the spirit into their mouth—since this would impose considerable strain on the sensitivity of the taster's palate. The whisky blender works by sniffing the spirit, although he often "awakes" the whisky by adding pure water.

Undoubtedly, one of the areas where whisky can increase its popularity is in the growing trend to mix cocktails. Indeed, one of the main trends foreseen over the next decade is greater consumer preference for variety and a willingness to experiment with drinks. It is likely, therefore, that the following short list of Scotch whisky based cocktails will be greatly expanded over the next few years.

● **Atholl Brose:** This is based on 1½ measures (a measure in this case being whatever consistent amount you prefer) of Scotch whisky, one tablespoon of clear honey, and two tablespoons of fresh cream. A glass should be warmed and the honey and cream poured in. Add the whisky and mix well.

● **Rob Roy:** A half measure of Scotch whisky is added to a half measure of sweet vermouth, shaken well, and served in a cocktail glass.

● **Whisky Sour:** One measure of Scotch whisky can also be used, plus half a teaspoon of sugar, one teaspoon of egg white, and a quarter of fresh lemon juice. Shake well and strain into a cocktail glass.

● **Hot pint:** Heat four pints of beer and one teaspoon of nutmeg in a pan and add four ounces of sugar. Add three beaten eggs and whisky. This is a traditional drink for Hogmanay.

In addition, there are a number of cocktails using the Scotch-based liqueur Drambuie, the most popular liqueur in the UK.

● **Rusty Nail:** A half measure of Scotch whisky is added to a half measure of Drambuie and should for preference be served in a small cut-glass tumbler.

● **Drambuie Swizzle:** In a tall glass a quarter measure of Drambuie, two tablespoons of sweetened limejuice, a drop of bitters, and half a cup of crushed ice. Stir until mixture is well chilled. Fill the glass with soda water and serve at once, garnished with mint sprigs.

● **The Godfather:** Take one and a half ounces of Scotch (or similar measure) and add to it the equivalent of an ounce of Amaretto di Saronno. Serve with plenty of ice. (Recipes by courtesy of Miss Hilary Laidlaw Thomson, and "Cheers—a spirited guide to liquors and liqueurs" by Francesca White, Paddington Press)

The exception that could prove to be your rule.

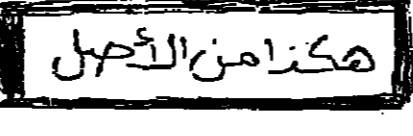
Quality in an age of change.

Choosing the malt to make the finest Scotch whisky is simply a question of knowing the right people.

Associated British Maltsters

ABM
The Right People

مكتبات التحصيل



Financial Times Saturday October 13 1979. Table listing various financial instruments, including stocks, bonds, and currencies, with columns for instrument names and prices.

UNIT TRUSTS (5). Table listing unit trusts such as American Fund, British Fund, and others, with columns for name, price, and other details.

LOCAL AUTHORITY BOND TABLE. Table listing local authority bonds with columns for Authority, Annual Interest, Life, and other details.

BUILDING SOCIETY RATES. Table listing building society rates for various societies like Abbey National, Alliance, and others, with columns for deposit type, rate, and term.

CURRENCIES, MONEY and GOLD. Table listing exchange rates for various currencies and gold prices, including US Dollar, British Pound, and others.

OTHER MARKETS. Text providing market news and analysis for various international markets, including Argentina, Australia, and others.

EXCHANGE CROSS RATES. Table showing cross rates between major currencies like the US Dollar, British Pound, and Deutsche Mark.

LONDON MONEY RATES. Table listing money market rates in London, including Sterling, Interbank, and other rates.

EURO-CURRENCY INTEREST RATES. Table listing interest rates for Euro-currency deposits and loans in various currencies.

EMS EUROPEAN CURRENCY UNIT RATES. Table listing rates for the European Monetary Unit (ECU) against other currencies.

UK CONVERTIBLE STOCKS 12/10/79. Table listing UK convertible stocks with columns for name, size, current price, and other details.

EXCHANGES AND BULLION. Text discussing the performance of the US dollar and sterling, and the impact on international trade.

THE POUND SPOT AND FORWARD. Text providing analysis on the pound's spot and forward exchange rates.

SPECIAL LIST. A list of specific financial instruments or companies, possibly related to the currency or gold markets.

CURRENCY MOVEMENTS. Text and data showing movements in various currencies, including the US Dollar, British Pound, and others.

GOLD. Text and data regarding gold prices, including the London Gold Market and other international gold markets.

UK CONVERTIBLE STOCKS 12/10/79. Text providing additional information and analysis for the UK convertible stocks listed in the table.

AUTHORISED UNIT TRUSTS

Table listing various authorised unit trusts with columns for name, manager, and other details.

UNIT TRUST MANAGERS (a)(g)

Table listing unit trust managers and their respective companies.

OFFSHORE & O'SEAS FUNDS

Table listing offshore and overseas funds with columns for name, manager, and other details.

INSURANCE & PROPERTY FUNDS

Table listing insurance and property funds with columns for name, manager, and other details.

NOTES
This section contains explanatory text regarding the unit trusts listed in the adjacent tables.

NOTES
This section contains explanatory text regarding the insurance and property funds listed in the adjacent tables.

NOTES
This section contains explanatory text regarding the offshore and overseas funds listed in the adjacent tables.

NOTES
This section contains explanatory text regarding the insurance and property funds listed in the adjacent tables.



FT SHARE INFORMATION SERVICE

FOOD, GROCERIES—Cont.

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

Table of British Funds with columns for Name, Price, and Yield.

Five to Fifteen Years

Table of British Funds (Five to Fifteen Years) with columns for Name, Price, and Yield.

Over Fifteen Years

Table of British Funds (Over Fifteen Years) with columns for Name, Price, and Yield.

Undated

Table of British Funds (Undated) with columns for Name, Price, and Yield.

INTERNATIONAL BANK

85 [80] [Spec Stock 77-82] [85] [1.0] [5.8] [11.3]

CORPORATION LOANS

Table of Corporation Loans with columns for Name, Price, and Yield.

COMMONWEALTH & AFRICAN FUNDS

Table of Commonwealth & African Funds with columns for Name, Price, and Yield.

LOANS

Table of Loans with columns for Name, Price, and Yield.

FINANCIAL TIMES

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Tel: 1527 Tel: 276 796

FOREIGN BONDS & RAILS

Table of Foreign Bonds & Rails with columns for Name, Price, and Yield.

AMERICANS

Table of American Stocks with columns for Name, Price, and Yield.

BANKS & HP—Continued

Table of Banks & HP with columns for Name, Price, and Yield.

BEERS, WINES AND SPIRITS

Table of Beers, Wines and Spirits with columns for Name, Price, and Yield.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of Building Industry, Timber and Roads with columns for Name, Price, and Yield.

BANKS AND HIRE PURCHASE

Table of Banks and Hire Purchase with columns for Name, Price, and Yield.

CHEMICALS, PLASTICS—Cont.

Table of Chemicals, Plastics with columns for Name, Price, and Yield.

DRAPERY AND STORES

Table of Drapery and Stores with columns for Name, Price, and Yield.

ELECTRICALS

Table of Electricals with columns for Name, Price, and Yield.

CHEMICALS, PLASTICS

Table of Chemicals, Plastics with columns for Name, Price, and Yield.

ENGINEERING

Table of Engineering with columns for Name, Price, and Yield.

ENGINEERING—Continued

Table of Engineering with columns for Name, Price, and Yield.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for Name, Price, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrials (Miscel.) with columns for Name, Price, and Yield.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for Name, Price, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrials (Miscel.) with columns for Name, Price, and Yield.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, Etc. with columns for Name, Price, and Yield.

ENGINEERING MACHINE TOOLS

Table of Engineering Machine Tools with columns for Name, Price, and Yield.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, Etc. with columns for Name, Price, and Yield.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, Etc. with columns for Name, Price, and Yield.

ENGINEERING MACHINE TOOLS

Table of Engineering Machine Tools with columns for Name, Price, and Yield.

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INDUSTRIALS—Continued

Table of industrial stocks including Shell, BP, ICI, and various engineering firms.

INSURANCE—Continued

Table of insurance companies such as Lloyds, Norwich, and various life insurance providers.

PROPERTY—Continued

Table of property-related stocks and investment trusts.

INVESTMENT TRUSTS—Cont.

Table of various investment trusts and funds.

FINANCE, LAND—Continued

Table of finance and land-related stocks and investment trusts.

Chestertons logo and company name.

MINES—Continued

Table of mining stocks including Anglo American, De Beers, and others.

TINS

Table of tin-related stocks.

COPPER

Table of copper-related stocks.

MISCELLANEOUS

Table of miscellaneous stocks.

GOLDS EX-PRIMUM

Table of gold-related stocks.

NOTES

Notes regarding stock prices and market conditions.

LEISURE

Table of leisure-related stocks.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade stocks.

Garages and Distributors

Table of garage and distributor stocks.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stocks.

PAPER, PRINTING

Table of paper and printing stocks.

PROPERTY

Table of property-related stocks.

SHIPPING

Table of shipping-related stocks.

SHOES AND LEATHER

Table of shoes and leather stocks.

SOUTH AFRICANS

Table of South African stocks.

TEXTILES

Table of textile-related stocks.

TOBACCOS

Table of tobacco-related stocks.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stocks.

FINANCE, LAND, etc.

Table of finance, land, and other stocks.

OILS

Table of oil-related stocks.

OVERSEAS TRADERS

Table of overseas trader stocks.

RUBBERS AND SISALS

Table of rubber and sisal stocks.

TEAS

Table of tea-related stocks.

MINES

Table of mining stocks.

CENTRAL RAND

Table of Central Rand stocks.

EASTERN RAND

Table of Eastern Rand stocks.

FAR WEST RAND

Table of Far West Rand stocks.

O.F.S.

Table of O.F.S. stocks.

FINANCE

Table of finance-related stocks.

CENTRAL AFRICAN

Table of Central African stocks.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks.

REGIONAL MARKETS

Table of regional market data.

OPTIONS

Table of options market data.

3-month Call Rates

Table of 3-month call rates.

FINANCE

Table of finance-related data.

DIAMOND AND PLATINUM

Table of diamond and platinum data.

CENTRAL AFRICAN

Table of Central African data.

DIAMOND AND PLATINUM

Table of diamond and platinum data.

